Volume VII, No. 9 September, 1931

66

SOAP

JOHN CRERAR
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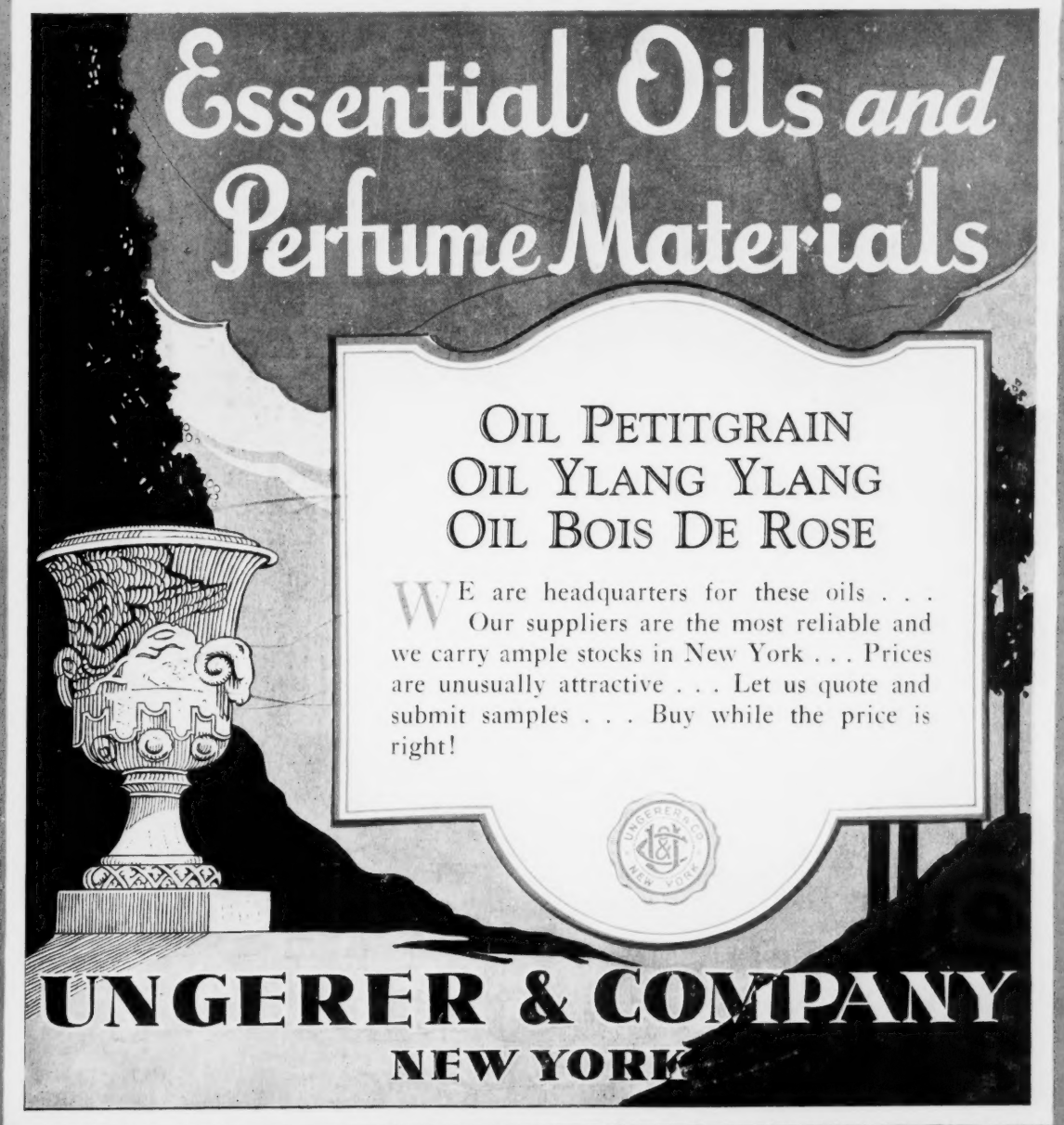
Insecticide & Disinfectant Section

Published by MACNAIR-DORLAND COMPANY, INC., 136 Liberty Street, New York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NO MATTER how simple or how complicated your manufacturing processes may be, you can rely on Diamond Soda Ash for uniform results.

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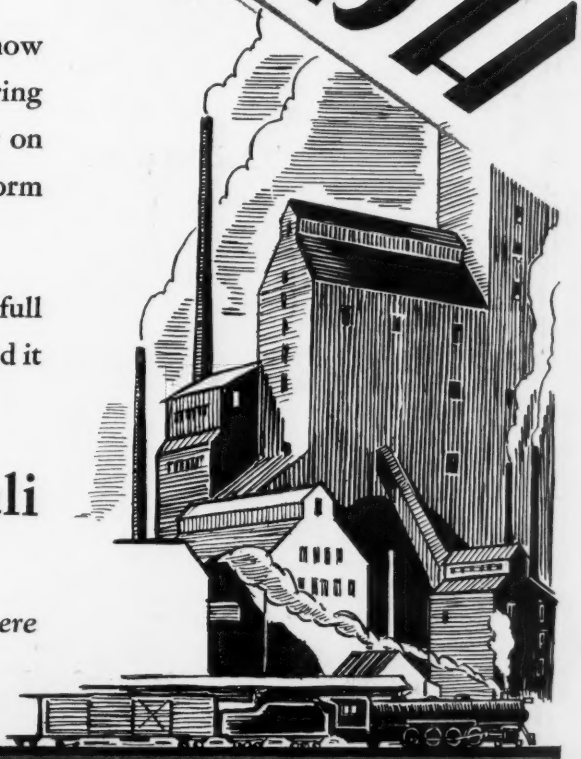

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for soap

absolutely stable will not discolor

Newport Benzophenone Crystals

The clear fresh odor note of the Rose embodied in a pure white crystalline form at a price well within the cost range of any toilet or liquid soap formula.

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SOAP

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Insecticide & Disinfectant Section

Volume VII | September, 1931 | Number 9

«

Insecticide and Disinfectant Section, which is included as a department of every issue of SOAP, begins on page 77. News, articles, and editorial opinion on insecticides, disinfectants, and allied sanitary products appear in that section of this publication.

«

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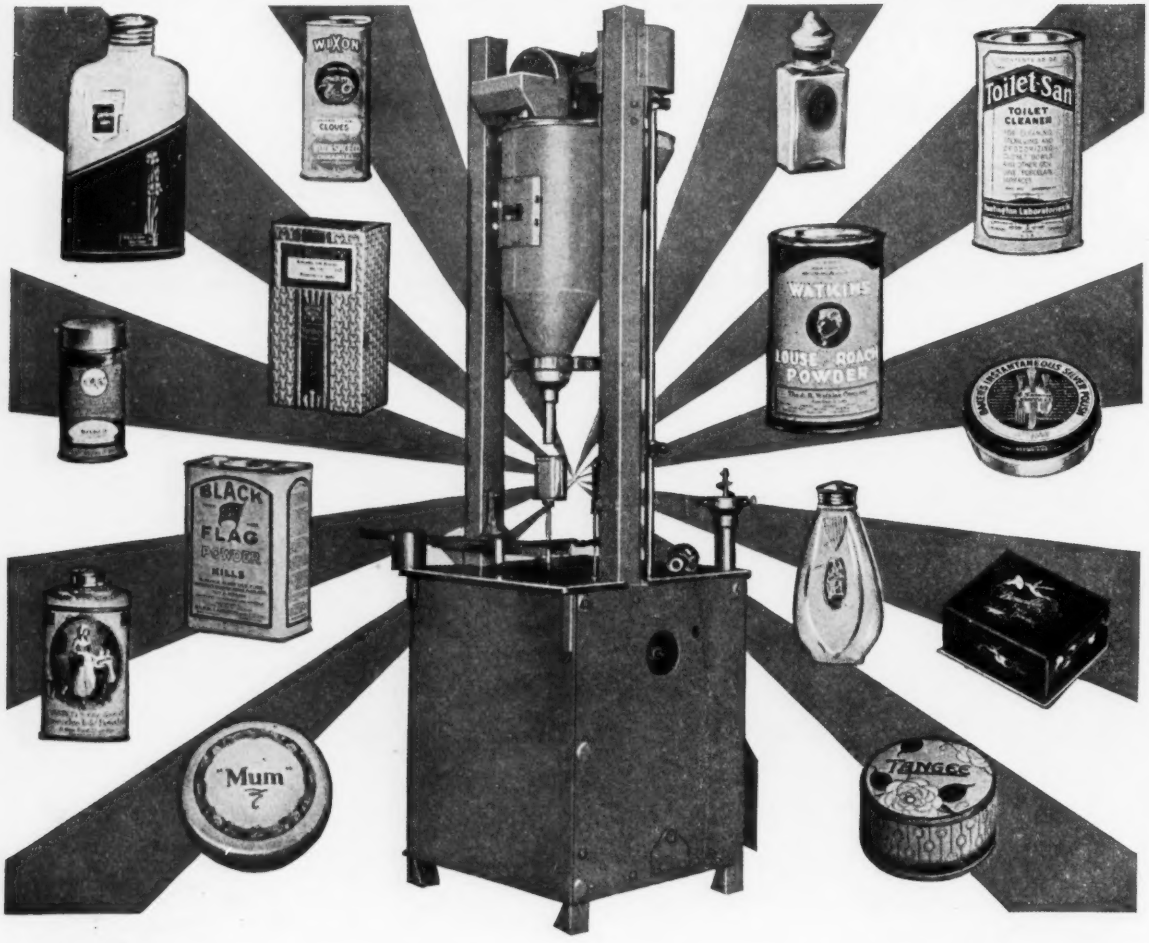

Use This Filler For *Any* Filling Job

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1. A gross weight scale with auger feed.
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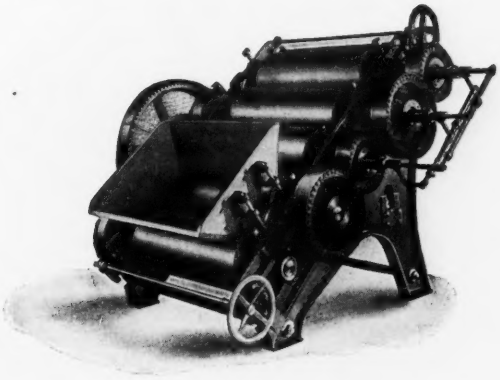
American

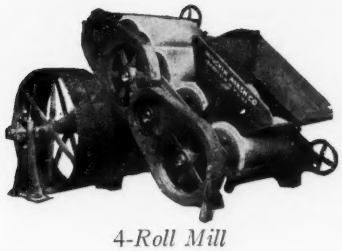
Mills and Plodders

for

American Toilet and Flake Soaps

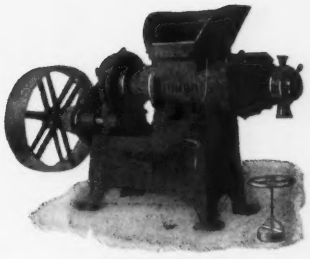


5-Chilled Iron Roll Mill



4-Roll Mill

MILLS with three, four or five Granite or Chilled Iron Rolls. PLODDERS with two and one-half, four, six, eight, ten or twelve inch Screws.



10" Plodder

Our chilled iron rolls are made by the WORLD'S LARGEST MANUFACTURER of rolls and are considered the BEST OBTAINABLE — MACHINED INSIDE AND OUTSIDE. Mills are made with extra large shafts, bronze bushed oil-tight bearings, heavy cut cast iron gears with herring-bone driving gear and pinion.

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Invites Your Inquiries!

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HAWTHORNE NEW JERSEY

HOUCHIN SOAP MACHINERY

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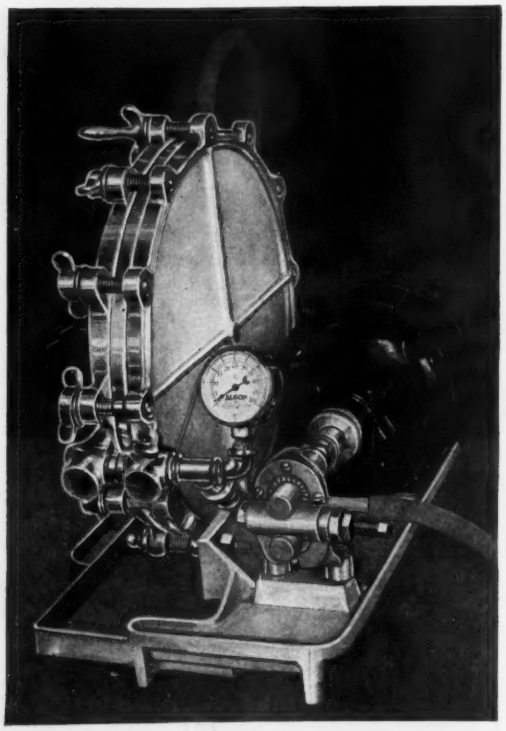
WITH THE NEW *Hy-Speed* ASBESTOS DISC FILTER



BENCH TYPE—two-disc filter. Other models up to 100 discs.

EVERY LIQUID sold in glass must have a brilliant, crystal-clear sparkle; convincing proof . . . at the point of sale . . . of the superior purity and quality of your product.

The new *"Hy-Speed"* Asbestos Disc Filter will impart an ultra-brilliancy to every drop of your product.

Your liquid is forced through the proper type of *"Hy-Speed"* Asbestos Filter Disc, the composition of which can be custom-made to answer your requirements.

CONCLUSIVE PROOF

Let us demonstrate these proven results on your own product. We will filter and return any sample you care to submit.

IMPORTANT

"Hy-Speed" Asbestos Filter Discs can be supplied to fit any disc filter. Send for sample disc, specifying exact diameter and type of liquid. Make your own comparison between this and your present filter medium.

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MANUFACTURERS OF *Hy-Speed* LIQUID-HANDLING EQUIPMENT AND «ALSOP» GLASS LINED TANKS

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For LINOLEUM, WOOD, TILE, TERAZZO, MARBLE and CEMENT FLOORS

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It is so smooth, so perfectly dispersed throughout the liquid, that it will spread easily, quickly and thoroughly to produce an even film over the surface. Requiring only about 20 minutes to dry before polishing, it gives a hard, brilliant, greaseless finish, difficult to mar.

You may buy BUCKEYE LIQUID WAX in 55 gallon drums, half drums, quarter drums, 10 gallon cans, 5 gallon cans or 1 gallon containers. It requires no agitation to keep it in solution—no stirring every time you want to use it.

For RUBBER TILE, RUBBER FLOOR, MASTIC FLOORING, ASPHALT TILE FLOORING

BUCKEYE AQUAWAX has been developed in our Laboratories for use on any flooring which is made wholly of rubber or which makes use of rubber in its composition.

BUCKEYE AQUAWAX contains a maximum percentage of hard waxes carried in finely dispersed particles in aqueous solution, and will not separate on standing.

It requires only a few minutes to dry, and produces a brilliant finish which is not slippery or greasy. Except where the traffic is unusually heavy, it will require rewaxing only two, or possibly three, times a year.

WRITE FOR SAMPLES AND PRICES

The Davies-Young Soap Company

Dayton, Ohio

"BUCKEYE" LIQUID WAX **"BUCKEYE" AQUAWAX**

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By The Davies-Young Soap Co.

Say you saw it in SOAP!

YOSOY

Based on extractions of Oriental Woods.

Sweet and everlasting.

Particularly suitable for covering disagreeable odors.

Can be adapted to a full line.

THE MOST ECONOMICAL IN FINAL USE.

FELTON CHEMICAL COMPANY

INCORPORATED

MANUFACTURERS OF

AROMATIC CHEMICALS, NATURAL ISOLATES, PERFUME OILS, ARTIFICIAL FLOWER AND FLAVOR OILS

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A completely new line of water soluble perfumes, especially made for use in theatre sprays, has been developed in our laboratories. These new products, which are made in wide variety of odors, may be used from two to four ounces to a gallon, depending on the strength desired in the finished spray. It is only necessary to mix them with tap water. The resulting solution will be practically clear and ***will not separate.*** These water soluble oils are available in three series—priced at $1.50, $3.00 and $5.00 per pound. A few suggestions are given below.

Special Offer—We have a limited quantity of Terpinolene available. This product at 17 cents per pound, will be found very effective in masking harsh chemical odors.

Suggestions

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Oriental
Jasmin
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Represented in the United States by

ALBERT VERLEY, Inc.

11 East Austin St. Chicago

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Says the Driver . .

Sold *by the* CAN

BRIGHT, spirited Packings have "a way" with consumers always . . everywhere.

Here are designing genius, manufacturing skill and experience . . *consolidated* . . aiming to prepare your Package for attention . . to dress it up for Sales.

Any liquid or solution will be given "container appeal" . . attractively and conveniently. CANS of the Oblong Type, as above, provide large, flat display surfaces.

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Hamilton, Ohio

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PROSPERITY HINT

PUSH THE PROFITABLE PRODUCTS

GOOD LIQUID SOAP—SOLD RIGHT* CAN'T HELP BUT INCREASE YOUR PROFITS

Clifton specialized bases and liquid soap have been aiding many concerns towards a GREATER SUCCESS. (They can do the same for you.)

FOAMWEL LIQUID SOAP . . .

The main characteristics of Foamwel are quick and profuse lathering in both hard or soft water. It rinses off quickly leaving hands soft and smooth. Made from pure white Cochin cocoanut oil. Aged in cypress tanks before shipping. For these reasons Foamwel is distinctly superior to ordinary liquid soap.

CLIFTON LIQUID SOAP CONCENTRATE . . .

A concentrated product used for the manufacture of liquid soap by merely adding 2 to 3 times as much plain hydrant water. Clifton Liquid Soap Concentrate is made from the same high grade materials as Foamwel Liquid Soap but approximately 2½ times as concentrated. (Anhydrous content 42%.) Saves time and labor. It is sparkling clear and stays this way in even the coldest weather.

CLIFTON LIQUID SOAP BASE . . .

Recommended for those manufacturers who have facilities to use the solid material. Should be broken up in small pieces and dissolved in 2 or 3 times as much by weight of hot water. Add perfume and coloring if desired, then let stand for a few days after which time the liquid will become clear.

DUODEK SOAPER . .

Two Durable Dispensers That Will Help You Get Reorders On Liquid Soap.

—

Chromium Plated

TILTYPE SOAPER . . .

SEMI-CASTILE LIQUID SOAP . . .

Made from half olive oil and half cocoanut oil. Used where an extra bland and unguent soap is required. Recommended for delicate hands.

OLIVE OIL SYRUP . . .

A concentrated product to which water should be added before filling dispensers. Contains a small percentage of cocoanut oil to enhance lather. Used in hospitals to wash new born babies.

OLIVE OIL BASE . . .

Made from 100% olive oil. Often used by manufacturers in connection with cocoanut oil base to accomplish extra softness and smoothness in making up finished liquid soap.

* One highly successful jobber found that by offering to install for prospects a dispenser filled with liquid soap for trial without charge that **5 out of 6 ordered!**

CLIFTON CHEMICAL CO., INC.
CLIFTON BLDG., 246 FRONT STREET, NEW YORK CITY

OTHER CLIFTON PRODUCTS—LIQUID FLOOR SOAPS, COAL TAR AND [PINE] DISINFECTANTS—OIL SOAPS—DEODORANT CAKES, BLOCKS AND CONTAINERS

Say you saw it in SOAP!

Use our lists for mailings!

Augment your trade paper advertising by using our new complete mail and printing service.

We will lay-out and design your printed matter, booklets, circulars, price lists, etc.

We will print them for you complete.

We will fold, enclose, address envelopes, and mail them.

We will give you the most complete distribution obtainable in the soap, sanitary products and allied fields.

We will mail your literature from the best lists in existence, - - - lists which have taken over five years to compile accurately, - - - live lists which blanket the field, - - - lists which are checked, and corrected daily, - - - lists which are available only for our exclusive use.

The mail advertising service is available for reaching the following *complete* groups *only*—

1. SOAP MANUFACTURERS—all United States makers of toilet, laundry, shaving, liquid, oil, textile and other soaps, also shampoos, cleansers, etc.
2. SANITARY PRODUCTS MANUFACTURERS—all makers of disinfectants, fly sprays, insecticides, polishes, theatre sprays, deodorants and allied products in the United States.
3. JANITORS' SUPPLY TRADE—all leading distributors in the United States.
4. OIL AND FAT INDUSTRIES—The plant and technical men of the fat, oil and soap industries.

Important Points—

1. All mailings made direct by us to Post Office,—*no other way.*
2. No lists are for sale, or will be sold under any circumstances.
3. No picked lists of *special groups* are available except those enumerated above.
4. Business originating and coming through bona fide advertising agencies will be subject to our usual agency commission of ten per cent.
5. This service is restricted to advertisers in *Soap.*

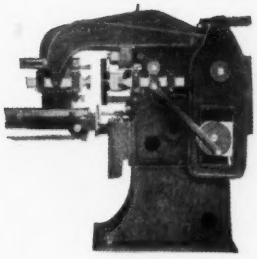
Mail Service Department

MacNAIR-DORLAND COMPANY, Inc., 136 Liberty St., New York

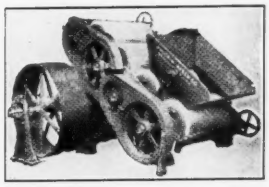
Say you saw it in SOAP!

SOAP MACHINERY

Special Offerings



4 JONES AUTOMATIC combination laundry and toilet soap presses. All complete and in perfect condition.



H-A SOAP MILL

This 4-roll granite toilet soap mill is in A-1 shape. Latest and largest size rolls.

DOPP CRUTCHERS

Sizes from 300 pounds to 3,000 pounds. All in best condition and guaranteed.

Quality Used Machinery

You can see NEWMAN equipment in actual operation at our Chicago warehouse.

DRYERS — Two Proctor & Schwartz Large Roll Soap Chip Dryers Complete.
Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls. Devine Double Drum Vacuum Dryer.
Proctor & Schwartz Bar Soap Dryers.
Condon & Huber Soap Chip Dryers.

SOAP CRUTCHERS — Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 lb., 1200 lb., 1350 lb., 1500 lb., 1800 lb., 3000 lb., 6000 lb. and 10,000 lb.

SOAP PRESSES—Jones, Machinery Designing, & Ralston Automatic Presses for toilet and laundry soap. Dopp, Crosby & Empire Foot Presses.
Scouring Soap Presses.

GRINDERS & MIXERS — Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc. Schultz O'Neill Mills.

SOAP CUTTING TABLES—Houchin-Aiken Steel Automatic Table with self-spreader and extra headers.
Wooden Tables with and without self-spreader attachments.

SOAP SLABBERS—Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

TOILET SOAP MILLS—2, 3, 4, 5 and 6-roll Granite Soap Mills.
Houchin-Aiken 4 and 5-roll Steel Mills.
Buhler 3, 4, 5-roll Steel Mills.

PLODDERS — Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" and 10" Plodders.

SOAP POWDER MACHINERY —Blanchard No. 10-A and No. 14 Soap Powder Mills.
Broughton Soap Powder Mixers.
Wms. Patent Crusher & Pulverizer.
Sedberry Crusher, Grinder & Pulverizer.
A-N 5x7 Crystallizing Rolls.

FILTER PRESSES—Sperry, Perrin & Shriver Cast Iron Filter Presses 12", 18", 24", 30" and 36". International and Monopod Filters.

VARIOUS OTHER ITEMS—Wm. Garrigue Glycerine Evaporators.
Steel Soap Frames, 600 lb., 1000 lb., 1200 lb., 1500 lb., and 1800 lb. cap.
Automatic Soap Wrapping Machines.
Steel, Copper and Aluminum Kettles.
Soap Remelters, Tube Fillers.
Filling and Weighing Machines.
Pneumatic Scale Corp. Can Filling Machine for cleansers, etc.
Brass Soap Dies for foot and aut. Presses.
Soap Chippers, Scales, Motors, Amalgamators.
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Send us a list of your surplus equipment—We buy single items or complete plants.

Also makers of a new line of soap machinery. Get our complete list and prices on this new equipment! All used machinery is sold as absolutely guaranteed in first class working condition. Everything listed here is ready for immediate shipment.

NEWMAN TALLOW & SOAP MACHINERY CO.

1051 WEST 35TH STREET
CHICAGO, ILL.

Our Forty Years of Soap Experience can help solve your Soap Problems

Say you saw it in SOAP!

THE TEST OF TIME

A real advantage to the soap manufacturer results from the use of Hercules I Wood Rosin. It is exceptionally clean, uniform, brilliant, and dependable. The color and aging properties of soaps made from it are good. It has stood the test of time.

Soap manufacturers are turning more and more to Hercules I Wood Rosin.

Hercules I Wood Rosin is sold on a net weight basis in wooden barrels or galvanized drums, or on a gross weight basis in wooden barrels.

NAVAL STORES DEPARTMENT

HERCULES POWDER COMPANY

INCORPORATED

961 MARKET STREET, WILMINGTON, DELAWARE

Branch Offices: . . . Chicago, Salt Lake City, New York . . . . . St. Louis, San Francisco

Nitrocellulose . . . Steam-distilled Pine Oil
Wood Rosin . Steam-distilled Wood Turpentine
Commercial Abietic Acid . . Alpha Terpineol
Chemical Cotton . . . . Ethyl Abietate

GG-15

for true wintergreen odor

DOW METHYL SALICYLATE

USE Dow Methyl Salicylate to obtain the true characteristic odor of wintergreen. Its use in the manufacture of soaps, cosmetics, perfumes and spray materials gives added insurance of lasting, pleasant, unadulterated odor. Its remarkable purity, effectiveness, and ready workability, will prove very advantageous in your manufacturing processes. ¶The Dow trade-mark, under which Dow Methyl Salicylate is sold, is a guarantee of quality. Tryit. Let us sendyou samples and quote on your requirements.

TRADE DOW MARK

THE DOW CHEMICAL COMPANY
MIDLAND MICHIGAN

OTHER DOW PRODUCTS
Paradow, Coumarin, Methyl Anthranilate, Phenol U. S. P., Carbon Tetrachloride, Caustic Soda

BASIC MATERIALS
for
Soap Perfuming

WE ARE headquarters for all of the more important synthetics and isolates used in soap perfuming. Included among these are:

Rhodinol
Geraniol "S"
Linalol Bois de Rose
Benzyl Acetate F. F. C.

Violae (Ionone)
Linalyl Acetate 75%
Linalyl Acetate 92%
Iriszone (Methyl Ionone)

THE UNGERER standard of quality for basic materials has long been recognized by the American perfume and soap manufacturer. We solicit your inquiries for testing samples and current quotations.

UNGERER & CO.

13-15 West 20th Street

NEW YORK

Say you saw it in SOAP!

SOAP

VOLUME SEVEN NUMBER NINE

Free Goods

THE free goods deal may have been a fine thing back in the days when it was a novelty. Today however, it reminds us of the pile of circular letters and booklets which we find on our desk every morning as part of the daily mail. There are so many of them that no one receives more than scant attention. A "deal" which is not outstanding, striking, startling, — and backed by a countrywide blast of newspaper, magazine, and radio advertising, — creates but a slight interest among retailers. Why? Because the average retailer is surfeited with "deals." He has been "dealed" to death. He has been a victim of too much sales attention. His growing apathy toward free goods deals is not surprising.

That free goods have been in some cases a very successful stimulus in the introduction of a new line, cannot be denied. To continue them beyond the introductory stage in sales work, however, seems to us to be nothing but an ordinary price cut which does little beyond complicating the manufacturer's price list. To the house which features deal after deal in all its selling, this is rank heresy, we know. They point to products steered to the front rank and kept there through deals. They point to increased volume through larger individual orders, to the advertising value, and to dealers pushing the sale of their products. All well and good, we admit, but we believe the weight of evidence indicates that retailers right now are fed up on deals, and that the ordinary free goods offer is fast outliving its usefulness. We suggest a discussion of the subject with few independent retail merchants by way of enlightenment.

—o—

Rosin—1933

TWO factors influence the consumption of rosin by the soap industry,—first, the price, and second, the price of tallow and other oils and fats. When fats are cheap, there is less of a tendency to use rosin. When rosin is cheap, the tendency to use increasing quantities of it is naturally greater. On the positions of the fat and rosin markets at any time is based the relative attractiveness of rosin as a raw material for the soap kettle. Above a certain ratio compared with fat prices,—probably somewhere near fifty per cent of the price of tallow,—rosin usually loses its interest for the soap maker.

The disorganized manner in which rosin has been marketed over a long period of years—excepting of course wood rosins,—has made it a rather uncertain raw material for all consumers. Overproduction, underproduction, excessively high prices, unusually low prices, abundant stocks, sparse stocks,—these have brought repeatedly recurring expansion and contraction in use by the leading consuming industries. These sharp variations have been a constant worry to large consumers. They have many times found themselves in awkward positions where the rosin market has been

concerned. Internal readjustments to meet the varying rosin conditions have been numerous.

As we view the rosin market today, there seems to be little hope that conditions can be corrected with any degree of permanence. The rosin market gives promise of going through another period exactly the same as that which led to the high prices of 1928. Production is going to be forced to a low level next season. If there is any way it can be avoided, naval stores producers would undoubtedly have applied the method at least once during the past fifty years. If the gum rosin producers could organize their merchandising efforts as the wood rosin producers have done, there might be some hope of stability, but their problem is far more intricate and difficult. Gum rosin seems to be starting off on another of its five-year cycles which carry prices to the heights and down again. By 1933, consumers are likely to find that rosin prices are approaching heights proportionate to the low levels at which they now stand.

—o—

Vegetable Oil Figures

A STUDY of the Bureau of the Census figures for the production, import, and consumption of vegetable oils during 1930 as compared with the two previous years, reveals a rather complicated and disconnected set of figures as far as individual oils are concerned. Altogether, the factory production of vegetable oils in the United States in 1930 dropped off 232 million pounds as compared with 1929, but this decline was due altogether to a 298 million pound falling off in output of linseed, castor, and corn oils. Other oils, including soya bean, cottonseed, peanut and olive accounted for an increase of 57 million pounds.

Total imports of vegetable oils in 1930 showed a net decrease of 140 million pounds of which some 94 million was represented by coconut oil, 31 million by palm kernel, 11 million by soya bean, and the balance by linseed, olive, rapeseed, and others. At the same time, balanced against the gross loss in imports of 201 million pounds, was a gain of 61 million in some oils including palm, olive foots, peanut, and wood oil.

The net decrease in available vegetable oils during 1930, including domestic crushed and imports, was 372 million pounds, or 186,000 tons. In spite of this drop in production and imports, total stocks at the end of 1930 had increased some 31 million pounds, which seems to account for a decline in total consumption of about 200,000 tons. Practically no part of this reflects the 400,000 ton whale oil production of 1929-30, as actually only a small proportion of this whale oil came to the United States.

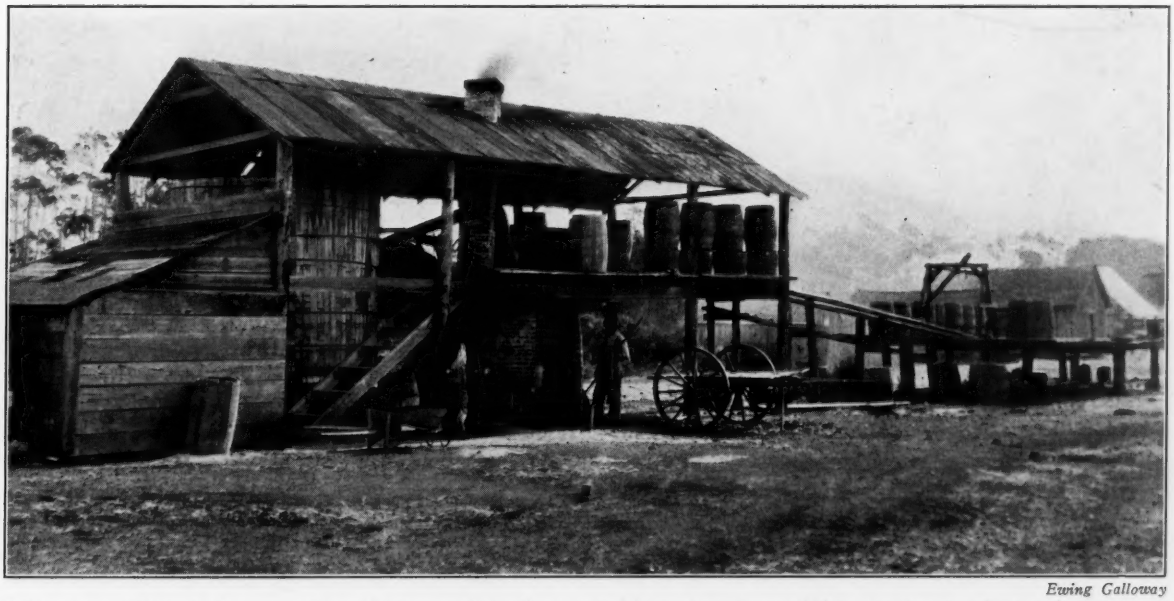
Soap production is supposed to have held up close to the 1929 levels, but it is not believed that the oils taken on by the soap industry in 1930 were equivalent to the stocks purchased in 1929. Edible consuming channels which would account for much coconut, palm kernel, cottonseed, and soya bean in margarin, shortening, candy, and the like, were unquestionably hard hit, and account for sharp reductions in consumption. Paint, varnish, and other technical outlets showed a marked drop in 1930, but nevertheless, the reduction in output of 247 million pounds of linseed oil is so great as to be startling. It accounted for 123,000 tons, or more than half of the decline in the total of vegetable oil consumption in 1930 compared with 1929, leaving a drop in all other vegetable oils of some 77,000 tons. Of this latter, the loss of 47,000 tons in coconut oil is the largest single factor.

Even though production and importation fell off throughout 1930, the rate of consumption fell with greater rapidity. The extent of the decline in oil and fat prices during 1930 and 1931 is not to be wondered at when considered in the light of these figures.

—o—

A visit to a number of five-and-ten cent chain stores recently revealed a marked increase in the number of new products found on the soap and toilet goods counters, according to an observer for *Soap*. All the arguments are naught in the final analysis. If a manufacturer would get his goods into the ten cent chains, there is only one way to do it,—put out a ten cent package. This is the one and only entrance to this trade.

THE ROSIN MARKET



Ewing Galloway

Enforced curtailment of gum rosin production will be the inevitable consequence of deterioration in plant and equipment resulting from three seasons of unprofitable operations. A "modern" gum rosin plant operating in Florida.

THE naval stores industry again finds itself suffering from its inability to adjust supply to demand, the same factor which has forced the industry into a state of collapse six times within the past twenty-five years. There is nothing new about the present situation. The same steps leading to overproduction were followed; the same failure of demand was encountered; and the same inevitable collapse in prices has resulted. Faced by another crisis, the gum rosin producers followed the time-honored precedent of forming a marketing association to help dispose of their excess stocks. The failure of this body was forecast at its inception, for no such marketing group has yet successfully operated on a falling market. The sad part of this oft-repeated story, so far as the gum rosin producers are concerned, is that no way has yet been found to prevent another similar situation arising five or six years hence.

The present difficulties of the gum rosin producers may be traced back to the seasons of 1925-26 and 1926-27 when good prices and profitable operations persuaded them to engage on a program of expansion. The good profits of the two previous years had given land holders an inflated idea of what they should get for leasing scarring rights. Higher rents were readily obtained from rosin producers who were encouraged by the $15 per barrel rosin prices, which they had enjoyed during the previous two seasons. Three, four and five year leases on first, second and third grade tracts of pine trees were signed by producers flush with two years of profitable operations. The U. S. Department of Agriculture reports that for the 1927-28 season 32,310,000 new turpentine cups were sold, as compared with an average of 17,000,000 a year for the previous four years. The accompanying price and production chart shows the result of these extensive preparations. The crop, expressed in terms of 500 lb. barrels, jumped from 1,700,000 bbls. in 1926-27 to 2,165,000 bbls. in 1927-28, with the average quotation on Grade G rosin falling from $11.75 to $8.20. The net cash proceeds from one unit of naval stores (one barrel spirits of turpentine and 3 1/3 barrels of rosin) dropped from $105.89 to $68.81, falling below the $70 minimum which it is estimated must be secured to pay expenses.

IT was at this point that the rosin producers might have acted to forestall the present debacle. Formation of a strong centralized organization to limit production to the needs of consuming industries might have enabled the

Ewing Galloway

Plentiful cheap labor for gathering the crude gum is essential—but where is there American labor cheap enough to produce rosin when the market ranges from 1½c. to 2½c. per pound—even labor paid no wages?

industry to reestablish a scale of prices sufficient to pay operating expenses and insure a reasonable margin of profit. Some reduction in the crop did result the following year, but due to the large stocks carried over, quotations continued to decline. The following season, 1929-30, another large crop of 2,081,000 barrels was brought in, further depressing prices. Producers had made their production plans two years before, and with large acreages held under long term leases, had no other choice but to continue their extended operations. They had no option of reducing their output, and were forced to redouble their efforts to bring in enough gum to pay the rent on their leases. Overproduction and still lower prices were the inevitable result that season.

During all of this period, external forces were also adding to the troubles of the gum rosin producers. Production of wood rosin which stood at only 51,897 barrels in the 1921-1922 season, had advanced to 284,504 barrels by the 1925-26 season, and in the 1929-30 season, a record high of 466,787 barrels was set. Lighter grades of wood rosin had been developed as a result of research and were replacing competitive grades of gum rosin for many purposes. Depressed conditions in all industries which had their beginning late in 1929 reduced further the potential market for gum rosin. Throughout 1930, the extremely low quotations which prevailed on tallow tended to cut down the use of rosin in the soap industry.

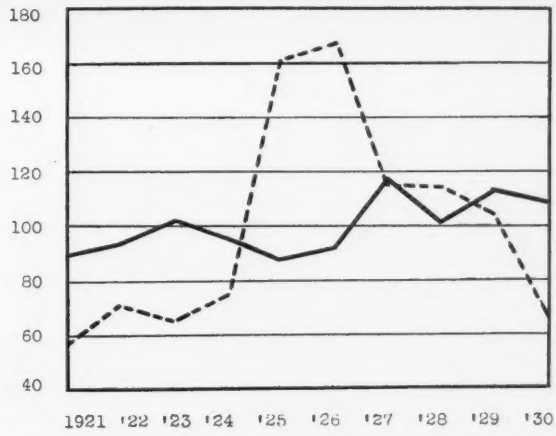
IT was in 1931, however, that the industry received the real crushing blow,—the rise and fall of the Gum Turpentine and Rosin Marketing Association. Legislation rushed through in the closing hours of a special Congressional session recognized rosin and turpentine as farm products and empowered the marketing association to borrow from the Government farm agencies on all the rosin stocks it held. This the co-operative did, floating a loan of $2,000,000 with the Intermediate Credit Bank of Columbia, S. C. Security for the loan included 300,000 barrels of rosin. With the capital acquired through this arrangement, the marketing association bolstered the price of rosin during the first six months of the year. Producers rushed their stocks to market to dispose of them while the association still had cash for purchasing. The marketing association found many sellers of rosin but few buyers. Its inability to stave off normal functioning of the law of supply and demand caused its eventual collapse. Prices broke through all previous low levels, and by the end of August had dropped to $4.25 a barrel for Grade G gum rosin. The sharply lowered value of rosin wiped out the equity of the association in its secured rosin. Inability to raise additional security resulted in the Columbia bank acquiring title to the rosin.

The question which is now confronting the naval stores industry is what the bank plans to do with its holdings. Thrown on the weakened market at this time, these heavy stocks of rosin would no doubt have a depressing effect, although it is probable that they would be taken up quickly by large operators to protect the market against further disastrous declines. A plan is now under consideration providing for the disposal of these rosin stocks in an orderly fashion through the agents of the marketing association. No definite decision has been announced, however, and until confirmation of this report is re-

ceived, uncertainty will continue to depress the market.

PROSPECTS for the immediate future are for a continuance of the low rosin prices which have prevailed over the past year. Stocks in principal southern ports as of August 20, 1931, were 452,979 barrels, as against 259,071 barrels on the same date last year. Until this heavy surplus is cut down materially, there can be no substantial advance in prices. Prospects for next year, however, are somewhat different. The four year cycle is about at an end. Scarring leases which expire this year are not liable to be renewed by present holders. One indication of the curtailment in activity this year is found in the U. S. Department of Agriculture report that only 1,085,000 new cups were bought this season. While up-to-date, arrivals have been running only 6 to 7 per cent under the totals for last year (626,523 barrels up to August 20, 1931, as against 669,931 barrels on the same date last year) the outlook for the rest of the season is that arrivals will be reduced even further. Stocks in the hands of producers are now extremely light as all available supplies were marketed earlier in the year due to the producers' desire to take advantage of offers of the marketing association while its cash held out. In the week of August 17 only 27,000 barrels were received as compared with 36,000 in the corresponding week of last year, a drop of 25 per cent. It is expected that a continuance of light receipts will bring the season's total down to 15 to 17 per cent below last year's crop.

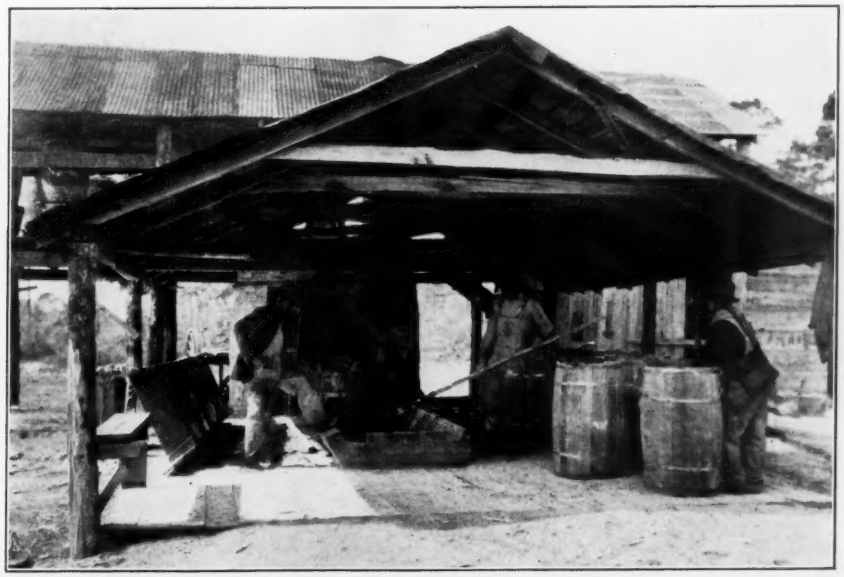
Additional assurances that producers will not continue indefinitely to operate at a loss are numerous. Net cash proceeds during the 1930-31 season amounted to only $43.96 per unit of



Fluctuations in gum rosin prices above and below the past ten year average shown in their relation to the curve of production. Solid line shows production, broken line price—both given in terms of percentage variation from the ten year average

naval stores, $26 per unit less than operating expenses. If producers were making some profit on their turpentine, and it was rosin production alone which was unprofitable, there might be some possibility of a continuance of present prices for rosin, but with producers losing on both turpentine and rosin, it is only a question of time before a reduction in production will be forced by a natural elimination of the weakest producers. At the present time, labor is being paid no wage in the rosin fields and is subsisting on a meager provision for food and shelter. Plants are in a dilapidated condition and cannot long continue producing without cash outlays for replacement parts. If no other agency stepped in to cut production, the wearing out of plant and

(*Turn to Page* 75)



The finished molten rosin is dipped by hand into the barrels in which it goes to market—heavy barrels with thick staves which bring the same price per pound as the rosin they contain

Ewing Galloway

CHIRIS' ESTATE AT PUBERCLAIRE

Stress has frequently been laid at harvest time, on the unfavorable circumstances against which *Lavender* has to contend when growing in a wild state. We all know, and therefore appreciate the painful labor of the harvester, who has to travel *"over hill and dale"* to cut the scented flowers.

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Above is pictured the three hundred acre "CHIRIS" *Lavender Estate* at *Puberclaire.* Lavender Estates and production units are also maintained at *La Roque-Esclapon,* and *Barreme.* As important producers of LAVENDER OIL, the House of "CHIRIS" has set standards in quality which are second to none.

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An Index of Rancidity

by Methylene Blue Reduction

Fats and Oils Classified According to Keeping Qualities Through the Use of Photoelectric Observations

BY H. D. ROYCE*

Research Dept., Southern Cotton Oil Co.

IN CONNECTION with the investigation of antioxidants suitable for use in edible oils and fats, begun some time ago in this laboratory, the need arose for a convenient and reliable means of measuring the inherent stability, or keeping quality, of oils. A survey of the literature discloses a number of methods designed for this purpose, but after careful consideration of the time factor and inherent sources of error, methylene blue reduction, as applied to oils and fats by Greenbank and Holm (Greenbank and Holm, Ind. Eng. Chem., Analyt. Ed., 2, No. 1, p. 9, 1930) was chosen as a starting point. These workers (Greenbank and Holm, Ind. Eng. Chem. *17*, 625, 1925) had previously demonstrated that direct oxygen absorption measurements served to define the induction period of oxidation, thus making it possible to conduct keeping quality tests on freshly refined or packaged samples. However, it is well known that the latter method does not give concordant results in many cases, and the time necessary to complete single tests may extend over several hours. The methylene blue test is usually completed in less than one hour, and the method is not subject to the experimental errors inherent to closed gas systems.

For the purpose of determining the scope and accuracy of the methylene blue test in comparison to other widely used keeping quality tests, it was thought advisable to conduct several runs concurrently with direct oxygen absorption, Kreis number, and organoleptic (oven) tests. It is significant in connection with the latter method to note a recent reference (Davidsohn, Chem. Ztg., *54*, 606 (1930), through C.A. *24*, 20, 5174) concerning the action of the German commission on standard methods of analysis in refusing to recognize rancidity tests not based upon taste and odor. Owing to the lack of available data on the application of methylene blue reduction to special fats, such as hydrogenated shortening and edible fats and oils containing antioxidants, it was also thought worthwhile to attempt to define the best working conditions and limitations of the method.

*Before American Chemical Society. Published by special permission.

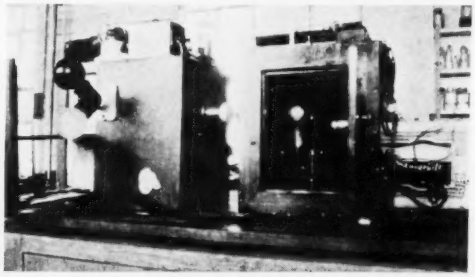
Experimental

THE apparatus employed in this work is illustrated in Fig. 1, which gives an idea of the size and general arrangement. The forward chamber houses the light and color tube rack for the oil samples to be tested, and communication with the photo-electric unit is had by means of a cylindrical, light-tight metal sleeve and color. The light source consists of a 100-watt inside frosted daylite bulb, which is in alignment with the draw-tube and photo-cell window. The distance from light to photo-cell is easily adjustable by moving the rear box and the light of the photo-electric assembly.

The light chamber carried all of the accessories incident to an air-circulating thermostat, including a small motor blower heater thermoregulator, relay, and rectifier-transformer. One extension cord to the 110 v. line serves to supply all of these units. A wide range of blower speed and heater output is attained by having a light receptacle in series with each unit, and by proper selection of filament resistances, the temperature and rate of circulation may be maintained at such values as to give good heat control up to 90° C. The box is lined with sheet asbestos and has adjustable ventilators near the base which serve as additional means of controlling the temperature. When it is desired to maintain the box at 70° C, as in most of the following determinations, a 200-watt lamp is put in series with the heater, and a 40-watt lamp in series with the blower. This gives the thermoregulator a minimum load, and the temperature rises quickly to normal after the slight drop caused by changing samples. The sliding rack in the forward section of the box holds six standard oil color tubes equidistant from the light in the rear center. The tubes are supported over a tilted white reflecting

surface, so that the disappearance of blue color may be noted by viewing from above, through windows provided for this purpose. A supporting bracket for a rectangular glass cell is provided to hold a sample at the inner end of the light tube on the rear. This cell is closely fitted with asbestos packing to prevent the passage of heated air into the photoelectric unit. In order to facilitate changing and filling this cell, it is carried on a small door comprising part of the rear wall, hinged at the side and swinging outward.

The photoelectric circuit is a simple reverse connected one-amplifier hookup recommended by the cell manufacturers for relay work with a strong source of illumination. Since this unit was constructed, light relays with grid glow tube amplification have been placed on the market which probably are better suited to this purpose. At any rate the simple amplifier unit has a wide margin of sensitivity provided the color change in the oil-methylene blue mixture is not complicated by secondary color effects. Yellow and blue Lovibond scale glasses were used to standardize the apparatus, and the visual endpoint was correlated with relay operation. Final adjustment was made in the relay armature tension, and in changing to samples of widely divergent transparency, alterations were necessary in the coupling resistance. A "B" potentiometer with a maximum value of 0.1 megohm proved to be the most convenient instrument for maintaining sensitivity with change of illumination. The following values were found suitable for the gas type alkali metal hydride cell, with a one-inch layer of oil-methylene blue mixture;—plate and cell voltage 90, coupling resistance 4-8 megohms, safety resistance 0.2 megohm.



Assembly of photoelectric apparatus for methylene blue testing method for rancidity.

Visual fading tests were made by observing the time of decolorizing of a mixture of 25 c.c. melted fat or oil with 1 c.c. of 0.025% methylene blue in absolute alcohol. The standard oil color tubes containing the mixture were immediately placed in the thermostat rack and a record kept of the time of exposure until the last trace of blue color had disappeared. The samples were preheated to approximately 70° C before placing in the light box, and all values reported in the tables were obtained with the light source adjusted at a distance of 12 c.m. from the reaction mixture.

The tabulated reduction periods represent checks within 1% variation, but the chief sources of error in any case are outside the recording system, as shown by visual observation. Also certain samples containing hydrogenated cottonseed oil underwent secondary color changes, and these will be discussed later in connection with limitations of the photochemical method.

TABLE I

COMPARISON OF RANCIDITY AND KEEPING QUALITY TESTS WITH METHYLENE BLUE REDUCTION

Sample	AGE days	KREIS NO. (1) negative	DIRECT O_2 ABSORPTION min. at 70° C.	"Oven Test" ORGANOLEPTIC hours at 70° C.	METHYLENE BLUE min. at 70° C.
Finished C.S. Oil (refined, bleached and deodorized)	0	1	240	36	60
	30	3	95	..	201
	90	6	30	..	4
Vegetable shortening compound	0	2	185	24	18
	30	7	80	..	7
	90	10	15	..	1
All-hydrogenated shortening	0	1	..	216	60
	30	2	..	144	40
	90	3	..	96	22
"Completely" hydrogenated C.S. Oil (I. No. 6.4)	0	1	..	600	38
	30	..	..	..	..
	90	4	..	264	18

THE data in Table I was obtained on four types of edible products prepared from cottonseed oil. The results afford a direct comparison of widely used methods with methylene blue reduction, but are not meant to furnish an exact stability ratio among these classes of fats, since the ageing conditions were not identical in every case. Although the figures do not show a precise

numerical proportionality between direct oxygen absorption and methylene blue reduction, the agreement is of an order commensurate with the nature of the reaction. An exhaustive study of methylene blue as a reduction indicator has been made by Clark, Cohen and Gibbs (W. M. Clark, B. Cohen, and H. D. Gibbs, Pub. Health Reports, *40*, 1131) and many of the important biological applications are reviewed. Although its use as a quantitative measure of reduction processes is not recommended, chiefly on account of variable composition, it enjoys many successful applications as a reduction indicator in those cases where the reduction potential falls within a limited range. This range is not exceeded with the pure fats and oils employed in the present work, but the figures in Table II show that certain antioxidants have a reduction potential of such magnitude as to cause immediate decolorization of methylene blue. The above authors also concur with other investigators in the opinion that atmospheric oxygen and other mild oxidizing agents may regenerate methylene blue from the leuco compound. It has been observed in this connection that many samples revert to the blue color when removed from the strong illumination. The behavior of completely hydrogenated cotton seed oil towards methylene blue is also irregular. Accelerated ageing tests show these hard fats to have high stability, whereas methylene blue tests frequently indicate inferior keeping quality. The usual methods of industrial hydrogenation modify the constitution of the unsaponifiable fraction of synthetic stearine, and it is possible that a definite relationship exists between keeping quality and "unsaponifiable of hydrogenation."

An interesting study on the keeping quality of corn oil at various stages of manufacture has recently appeared (Mattill and Crawford, Ind. Eng. Chem. *22*, No. 4, 341) which relates the lowering of keeping quality with decrease in sterol percentage during the processing stages. This same drop in keeping quality has been measured

(*Turn to Page* 38)

TABLE II

APPLICATION OF METHYLENE BLUE TEST TO SAMPLES CONTAINING ANTIOXIDANTS

Sample	% Antioxidant	Oven Test (hours at 70° C.)	Methylene Blue (min. at 60° C.)
Finished C.S. Oil	0.2% veg. lecithin	120	260
Finished C.S. Oil	0.1% catechol	96	77
Finished C.S. Oil	0.1% butalyde	72	45
Finished C.S. Oil	0.1% alpha-naphthylamine	72	41
Finished C.S. Oil	0.1% pyrogallol	216	0
Finished C.S. Oil	0.1% hydroquinone	192	0
Finished C.S. Oil	0.1% quinhydrone	168	0
Finished C.S. Oil	Control corn oil	60	90 at 70° C.
Finished C.S. Oil	0.5% phytosterol (1st crop) corn oil	48 (Control 48)	62 (Control 62)
Finished C.S. Oil	0.5% phytosterol (2nd crop-impure) corn oil unsap. residue	48	26
Finished C.S. Oil	0.5% cottonseed oil	48	6
Finished C.S. Oil	0.5% phytosterol	48	62
All hydrogenated shortening	Control	216	65 at 70° C.
All hydrogenated shortening	0.1% veg. lecithin	312	510
All hydrogenated shortening	0.1% hydroquinone	800	0

TABLE III

METHYLENE BLUE REDUCTION AS A MEASURE OF THE ACCELERATION OF RANCIDITY BY TRACES OF METALS

Sample	METAL ADDED % stearo-palmitate*	OVEN TEST 70°	METHYLENE BLUE 70°
Deodorized C.S. Oil	Control	24	30
Deodorized C.S. Oil	0.005% Ni	18	24
Deodorized C.S. Oil	0.001% Ni	20	27
Deodorized C.S. Oil	0.005% Zn	5	10
Deodorized C.S. Oil	0.001% Zn	12	25
Deodorized C.S. Oil	0.05 % Cu	4	6
Deodorized C.S. Oil	0.005% Cu	6	9
Deodorized C.S. Oil	0.001% Cu	10	12
Deodorized C.S. Oil	0.005% Fe'''	15	25
Deodorized C.S. Oil	0.001% Fe'''	24	30

* Freshly prepared by heating the metal acetate with the calculated percentage of fatty acids, liberated from completely hydrogenated cottonseed oil, to 180° C. in an atmosphere of hydrogen.

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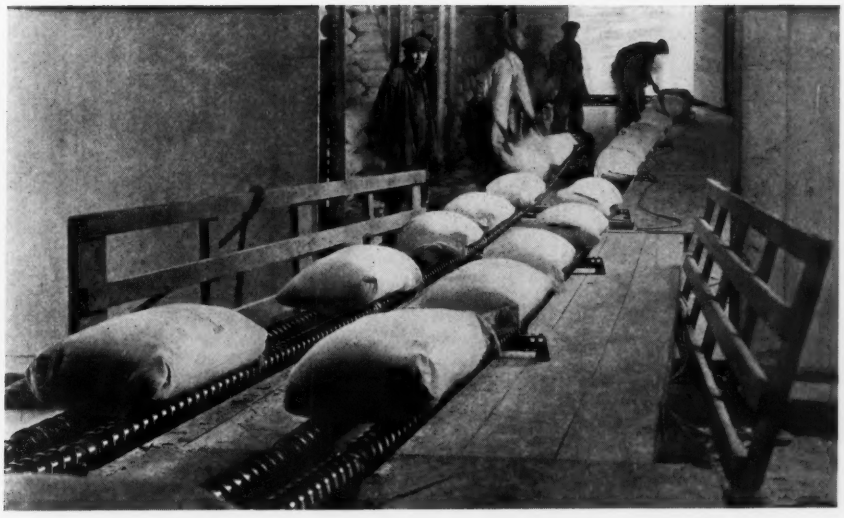


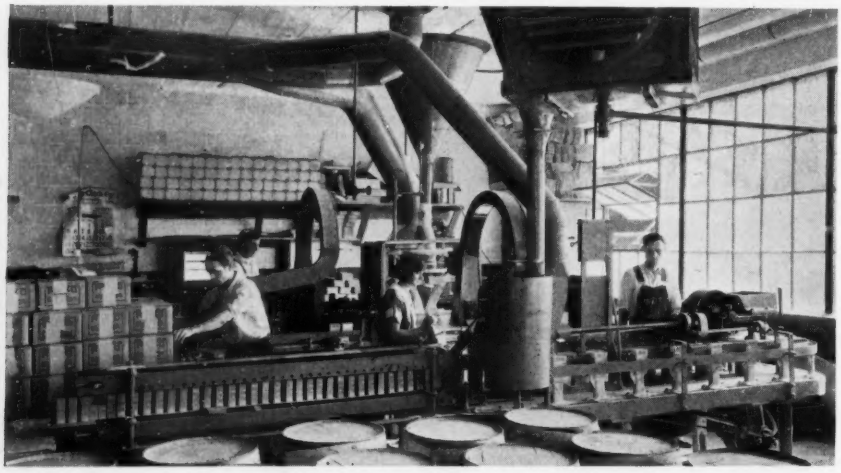
TO HANDLE AND FILL POWDERS—

By Francis Chilson

OF all materials, powders are most difficult and obnoxious to handle. Were it not for the necessity of safeguarding the health of workmen, the production of detergent and insecticide powders and kindred products would be less expensive. So many occupational diseases are attributed to the manufacture of powdered products, that the states are rigidly enforcing existing sanitary laws; and there is every indication that the future will bring forth a host of even more stringent ones, unless manufacturers forestall legislative action by eliminating the conditions now obtaining. Every phase of handling powders must be considered as a whole; and the problem of minimizing dust while decreasing the cost of production, must begin with the receipt of raw materials and end with the delivery to the stock room of the filled containers.

Incoming raw materials, received in sacks or barrels, usually are left in the original containers and batches compounded directly from them. The disorder and dust of the average powder store-room are appalling. Since it has been proven times without number that worker output is much greater when orderly, sanitary working conditions have been provided, this alone should give sufficient incentive for the manufacturer to remedy conditions without being forced to by the state. Standard, dust-proof, galvanized iron bins of various capacities with convenient feed and discharge outlets can be obtained from several manufacturers; and these will almost pay for themselves in the course of a year through waste prevention alone. For large manufacturers, these bins can be arranged in tiers to save space. Many big producers use a convenient device, known as a batch scale, slung to a trolley on an overhead rail, so that it can be moved from bin to bin and the batch compounded quickly with very little dust. This arrangement is very much better than the usual practice of carrying the powders in tubs from the bins or barrels to the scale, and, moreover, infinitely more rapid.

The powder proofing of storage, sifting, mixing and filling rooms is comparatively easy with the exception of the large openings. Various manufacturers use rubber, cork, felt or sheet tin, of which the latter is probably most effective and least expensive. When a room is dustproofed, walls, ceiling and floor should be lined with the sheet tin soldered at the seams. To protect the floor from puncture and excessive wear, the ex-

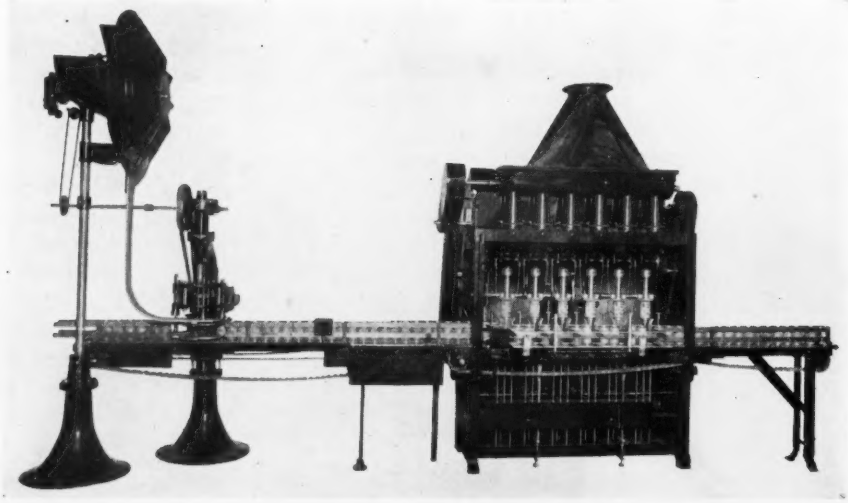


Automatic carton filling, weighing and sealing equipment recently installed for handling powdered detergent in a Detroit plant. By J. L. Ferguson Co.

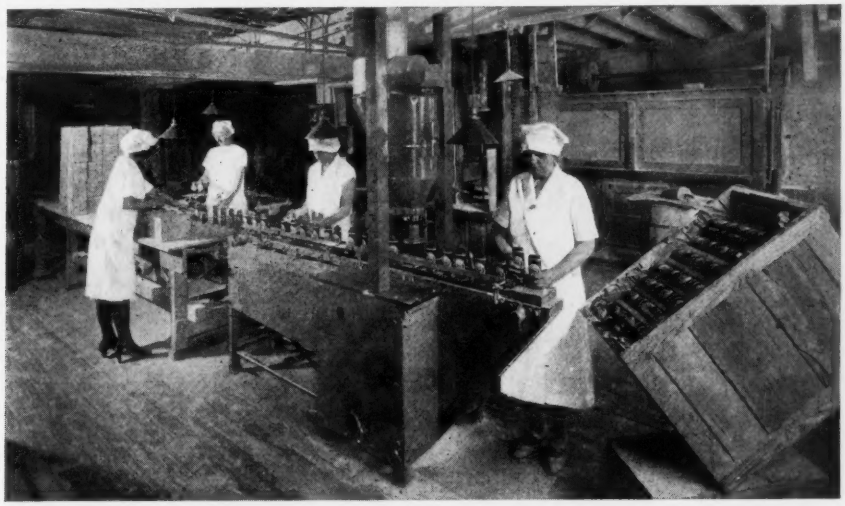
pedient is resorted to of covering the tin with a false floor. Doors and windows in powder rooms should be closely fitted and insulated with good quality felt. Iron frames and casings are by far the best for powder rooms, because it is possible to obtain a much tighter fit than with the ordinary wooden ones. One manufacturer adopted the excellent expedient of enclosing his mixing and filling machines with galvanized iron hoods specially constructed to permit easy access to the equipment. Regardless, however, of the extent of the dust-proofing, factory laws require the addition of a blower or exhauster. Unfortunately it is common practice to blow the exhausted dust out of doors into an airshaft or upon the roof. It seems likely that in the near future this practice will be stopped and manufacturers forced to use dust collectors even where the amount of exhausted dust is very small.

SIFTERS of the vibrating or gyratory type cannot (because of the tendency of powder to arch or pack) be fed directly from large feed hoppers. Some intermediate mechanism is used, such as a bucket elevator, synchronized to the speed of the sifting, so that the sifter will not be clogged with a greater amount of material than it can handle. Even when an elevator is used it oftentimes is necessary to have a man force the powder down into the buckets because it forms arches over the boot outlet. This can be obviated by using a mechanical boot that is provided with an agitating device to force the powder down to the buckets. Another convenient method is to have the elevator designed so that the buckets travel through the mass instead of receiving a load dropped into them by gravity from the feed hopper or boot.

Gyrating sifters from their very nature are dusty and cause considerable trouble if not enclosed in a powder tight room; also, they are comparatively slow. A recently introduced centrifugal sifter offers a means for very rapid sifting without dust. It is particularly useful for sifting difficult materials that tend to clog bolting cloths.



Multiple-head powder filler of auger type for products which do not flow freely. Filler hooked up with conveyor and friction top capping equipment. By Considated Packaging Machinery Corp.



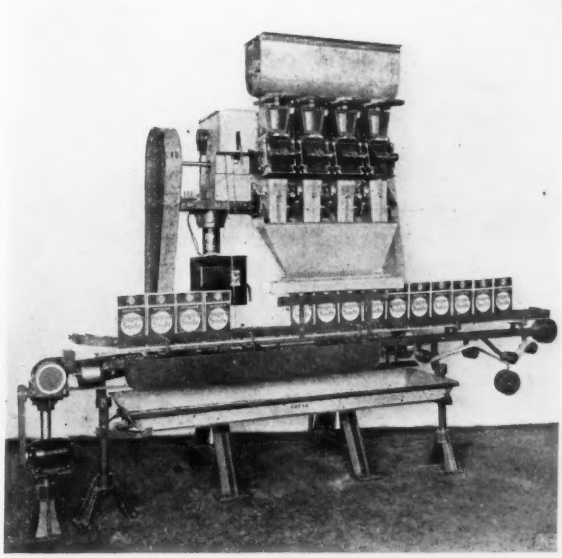
Single unit automatic filling machine in operation. Handles 30 packages per minute. Capping by hand. By Stokes & Smith Co.

This sifter consists of a vertical cylinder inside of which is a vertical screen and a revolving spiral. The powder is fed from the top, drops onto the rapidly revolving spiral, and is *thrown* through the vertical screen, and then falls down between the screen and the casing to an outlet at the bottom.

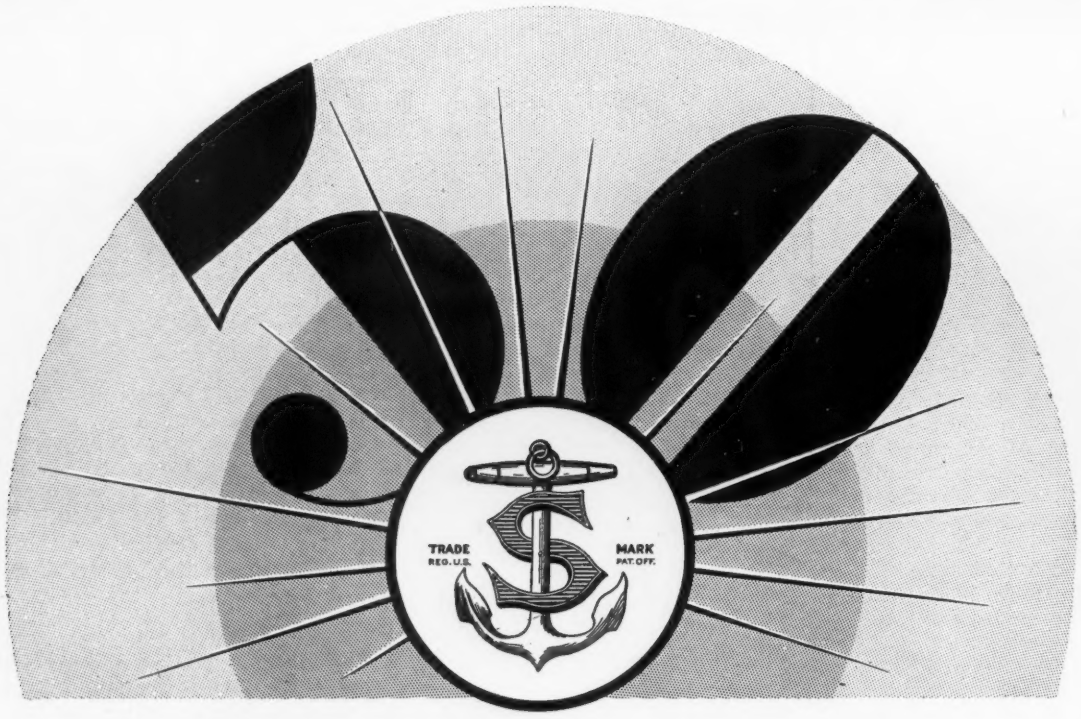
Rapid mixing of powder is difficult to secure because of the tendency of light powders to rise and fall in unbroken waves. When the horizontal type of mixer with a ribbon or trowel spiral is used care should be taken in loading it. The spiral agitator should cut through the top of the batch at each revolution. Pebble mills are widely used even when the product does not need milling because they are dustless in operation and mix rapidly. A new revolving drum mixer has recently been placed on the market. Wide cleats are fastened to the inside of the drum to carry the powder up and to dump it back upon itself. This one is particularly useful for materials that tend to stick or pack. The advantage of revolving mixers, whether pebble mill or drum, is that, once loaded, they require no attention until the batch is ready to be dumped; and also, of course, they are dustless in operation. The filling and dumping arrangements for revolving mixers should be carefully designed to minimize the dust which results from a sudden drop of a large quantity of powder.

VACUUM powder fillers are perhaps the least dusty of filling machines but they are limited to the filling of air tight containers. A great variety of auger type fillers are available and are more widely used than other forms. In order to secure an adequate fill, a shaking mechanism should be provided; or else, the container should be filled by the bottom up method, which is much less dusty than the former. If powders are sticky or tend to pack the feed hopper of the filler should be equipped with an agitator, and, in any case, it should have a sight glass built into it so that the operator can see when the hopper needs replenishing. This is particularly important if revolving mixers are used (from which it is not practical to feed continuously) in order to permit the operator to sound a warning before the hopper actually runs out and hence stop the packing line. It is in this feature that the advantage of the horizontal mixers consists, as their design makes it possible to feed the hopper of the filling machine continuously.

(*Turn to Page* 111)



High speed net-weight weigher with conveyor working on granular type soap product, filling four packages at a time. By Pneumatic Scale Corp.



Fifty Years of SOLVAY LEADERSHIP

PIONEER American manufacturer of commercial alkali, The Solvay Process Company was incorporated in 1881. For fifty years since its inception, the Company has been in continuous operation, and today, in 1931, operates plants at Solvay, near Syracuse, N. Y., and at Detroit, Mich.

The world's largest alkali company, a universally acknowledged leader, The Solvay Process Company now supplies a large part of the alkali consumed in many foreign countries as well as the United States.

From the knowledge inherent in an organization so intimately connected with the growth and development of the alkali-consuming industries, the Company has been able to make continued important improvements in methods of handling and using alkalies as well as in the products themselves. Development of such improvements has been a natural outgrowth of the Company's wide practical experience and the original work done in its laboratories.

The confidence which alkali users have placed in the name Solvay has been one of the greatest single factors in the establishment of Solvay leadership. And recognizing this the Company has made available to its customers the benefit of the advice and assistance of its technical experts.

Under this plan, which has proved so mutually agreeable in fifty years of operation, large and small users alike are assured that their needs will be served most efficiently and satisfactorily.

SOLVAY SALES CORPORATION 61 BROADWAY, NEW YORK

Alkalies and Chemical Products Manufactured by The Solvay Process Company

BOSTON CHICAGO CINCINNATI CLEVELAND DETROIT PHILADELPHIA
PITTSBURGH ST. LOUIS SYRACUSE INDIANAPOLIS KANSAS CITY

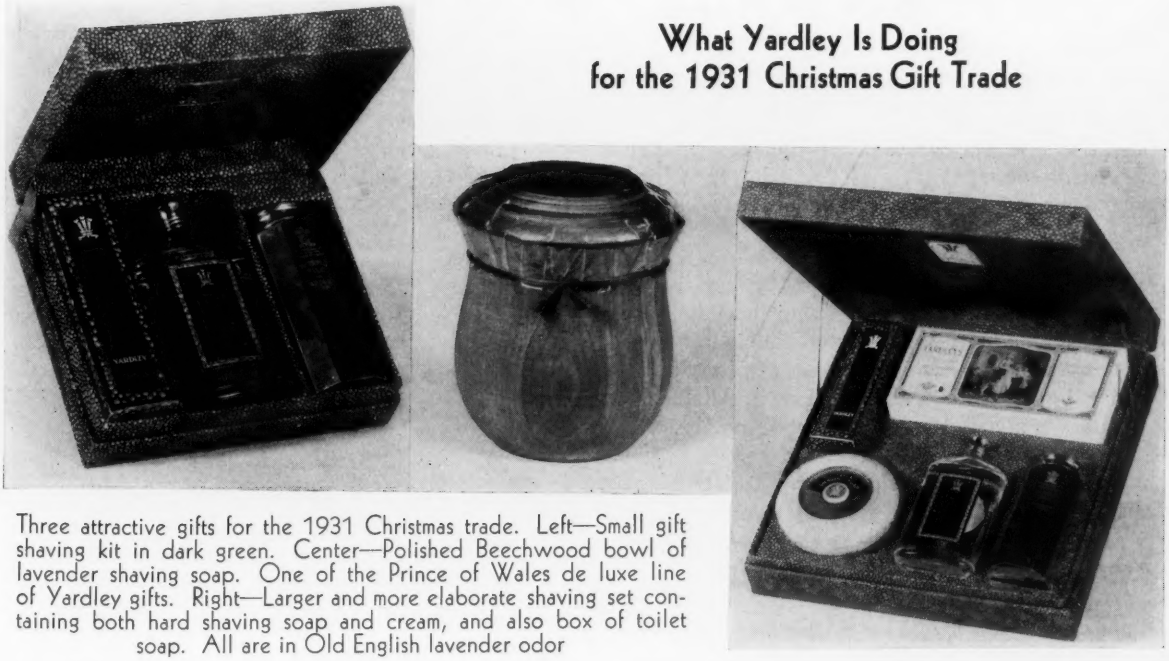
THE SOLVAY PROCESS COMPANY
PLANTS AT SYRACUSE, NEW YORK AND DETROIT, MICHIGAN

1881 • GOLDEN ANNIVERSARY • 1931

Say you saw it in SOAP!

GIFT PACKAGES

What Yardley Is Doing for the 1931 Christmas Gift Trade



Three attractive gifts for the 1931 Christmas trade. Left—Small gift shaving kit in dark green. Center—Polished Beechwood bowl of lavender shaving soap. One of the Prince of Wales de luxe line of Yardley gifts. Right—Larger and more elaborate shaving set containing both hard shaving soap and cream, and also box of toilet soap. All are in Old English lavender odor

WHERE combination gift packages represent the largest portion of sales of a soap and toilet goods house, it is natural to expect that this type of goods would receive the lion's share of attention from the sales department. This is the case with the gift trade of Yardley & Company in the United States. The American branch of this London firm has established an association of the Yardley name with two things in this country,—unique gift sets, and the inseparable old English lavender. In the American mind, Yardley and English lavender have become almost synonymous. The years of association of the two continue to be capitalized in the American market, but apparently not to the extent which they might be.

The Yardley gift line for the 1931 Christmas trade contains one or two new items of unusual interest. They are unusual in this market and have a gift appeal for Americans because they are not American in any sense,—they are typically English. They have the mysterious attraction of imported merchandise, that something for which Americans will always pay a higher price. One of the new sets consists of a bowl of shaving soap, a polished beechwood bowl imported from England and filled with lavender scented shaving soap. The bowl is said to contain enough soap to last two years for the average shaver. It is used after the manner of the old-fashioned shaving mug with its cake of soda soap. The retail price of this item is listed at $3.50, which price quite certainly places it in the luxury and gift class. It is termed the "Prince of Wales line de luxe shaving bowl." Although the price seems somewhat high for a gift of this character, the package is novel, in good taste throughout, and unusually attractive.

A bath set which smacks of Old England in more ways than its lavender odor is included in the 1931 line. It comprises a wooden bowl of lavender toilet soap,—a red birch bowl holding enough soap, it is claimed, to last for more more than a year. The wooden bowl floats in the tub and acts in the same fashion as the average cake of floating soap without dissolving in the water except when used. A brush or whisk of Chinese fibre is part of the set and the soap is worked to a lather with this whisk and applied to the body. The whisk especially puts the foreign stamp on the set and should give it added attractiveness in American eyes. There is also a box of lavender dusting powder to complete the combination. The

hexagonal box containing the whole is designed in lavender flowers and lined with gold paper. It retails for $7.50.

Another bath set, which is considerably more commonplace, consists of a square box containing a bar of Yardley's Old English Lavender Soap, a bottle of bath salts, and a box of dusting powder, both of the latter scented with lavender to match the soap. This set is in no way unique or unusual. It might have originated in the plant of any of a dozen American manufacturers were it not for the "London" address on the cover. Of course, it is one of the lower priced sets and probably too much should not be expected of it as a consequence.

TWO shaving sets in the Yardley 1931 gift line are especially attractive. They are done in dark green shagreen paper throughout, plain, but rich, without any of the flower decorations as in most of the sets. The retail prices are listed at $2.50 and $5.00. Both sets are shown on the preceding page. The lower priced combination consists of a tube of shaving cream, toilet water, and the so-called invisible talc, all lavender odor. The five dollar set contains both a tube of shaving cream and the hard shaving soap in a small wooden bowl, a bottle of after-shaving lotion, a can of talc, all of which have a lavender odor also, and a box of three cakes of old English lavender soap.

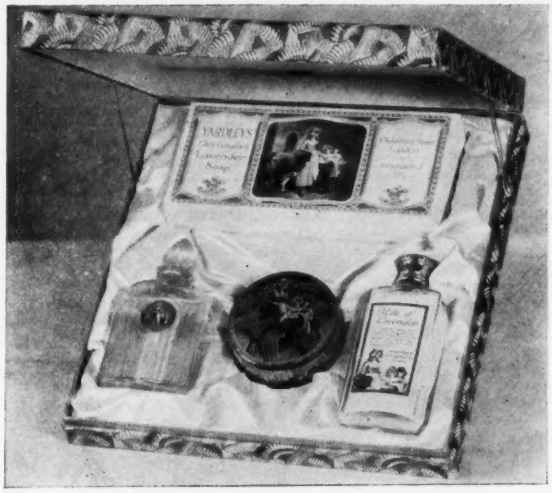
Among the bath and shaving sets, Yardley is also putting out this year a $5.00 toilet set for ladies consisting of a box of the regular toilet soap, a bottle of toilet water, a box of powder and a bottle of lotion, "milk of lavender," packed in a silk lined case. This is a more or less typical American toilet goods combination which lacks the originality of some of the Yardley goods. Like many of the gift sets which are being put out by American manufacturers, it reminds us too much of a display of Japanese china in the auction room show window. It is a well made, good looking combination, but does not take advantage in get-up or packaging of the English origin of the Yardley name, which we believe, could lend itself to a dozen more attractive treatments especially for the Christmas trade.

A Chinese fibre whisk for the bath is part of this set. Contains also bowl of bath soap and dusting powder. New and original in the U. S. Retails for $7.50

Bath salts, toilet soap, and dusting powder. Attractively packaged, but nothing unusual or out of the ordinary. One of the lower priced sets

Included in the Yardley line for the gift trade are also a number of additional shaving sets. Two sets which appear to be especially attractive contain lavender lotion, talc, and shaving stick packed in leather cases for traveling. According to the quality of the leather case, the retail prices range from $3.00 to $7.50. Some of the lipstick and compact sets ranging up to $5.00 retail, and perfume sets ranging to $12.00 are well done, but they get away from the usual line of products for which the Yardley name has become well-known in this country.

Goods are being sold to the trade this year on the basis of 33 1/3 per cent trade discount with 1 per cent for cash, f.o.b., except on orders



This feminine gift box lined with silk might be the product of any one of a dozen American manufacturers. Attractive, but stereotyped. The same idea has been offered a hundred times before

of $25 and over where the freight is paid. Orders of $50 and over are subject to 3 per cent additional trade discount, and $150 and over to 5 per cent additional discount.

In the general run of the American toilet goods gift trade, Yardley products stand well to the fore, probably because the products on the whole are of high grade and bear a reputation of the best. There is also every evidence that the Yardley organization in the United States has gone out after this gift business and has succeeded in getting it. That the products generally are high priced probably emphasizes in the mind of the average feminine American retail purchaser the better quality of the goods. The wide distribution of Yardley products throughout department stores and gift shops bears witness to the ready acceptance of them by the American public.

—o—

It is estimated that the yield of oil from the present Spanish olive crop will amount to 180,000 tons, and that there are stocks on hand amounting to 300,000 tons making a total of 480,000 tons available for consumption and export. The quality of the oil is said to be poor, having a high acidity. The current demand for Spanish olive oil appears to be only fair. Demand in Spain is diminishing on account of the falling off of its use in cooking. Italy which is a large consumer of Spanish olive oil, is said to be making many of its purchases in Tunis, Algeria, Greece, and Turkey, where prices are lower.

—o—

The regular quarterly dividend of $0.75 per share on the company's no par common stock was declared Aug. 26th by the directors of Hercules Powder Company.

Determination of Unsaponifiable

Considerable difficulty is often experienced and much time wasted in the estimation of unsaponified matter in soaps and unsaponifiable matter in oils owing to the formation of troublesome emulsions. Inaccurate results are frequently obtained due to the lack of a definite separation between the ether and the soap solution layers.

It has been found that a simple treatment of the emulsion formed eliminates these difficulties.

PROCEDURE

Dissolve 5 to 10 grams of soap in 100 cc. of water. In the case of unsaponifiable matter in an oil, saponify the sample by refluxing for several hours with 50 cc. of 0.5 N alcoholic potassium hydroxide, evaporate to dryness and dissolve in 100 cc. of water. Extract the cold soap solution by thoroughly shaking in a separatory funnel with 50 cc. of ether. In many cases a homogeneous emulsion is formed which separates very slowly, if at all.

To avoid this add 3 cc. of alcohol carefully and gently down the sides of the separatory funnel. This is most conveniently handled from a wash bottle. The emulsion will immediately break and complete separation occur within a few minutes. Sometimes it is advantageous to impart a slight whirling motion to the separatory funnel. On no account should the mixture be vigorously or even moderately shaken after addition of the alcohol. Draw off the soap solution layer into another separatory funnel and repeat the process twice more, using 50 cc. portions of ether each time.

Wash the combined ether layers three times with successive amounts of 20 cc. of water. After careful draining and separation of the water evaporate the ether from a weighed flask. Dry for 1 hour at 105° C., or, preferably, in vacuo at 60° C., and weigh.

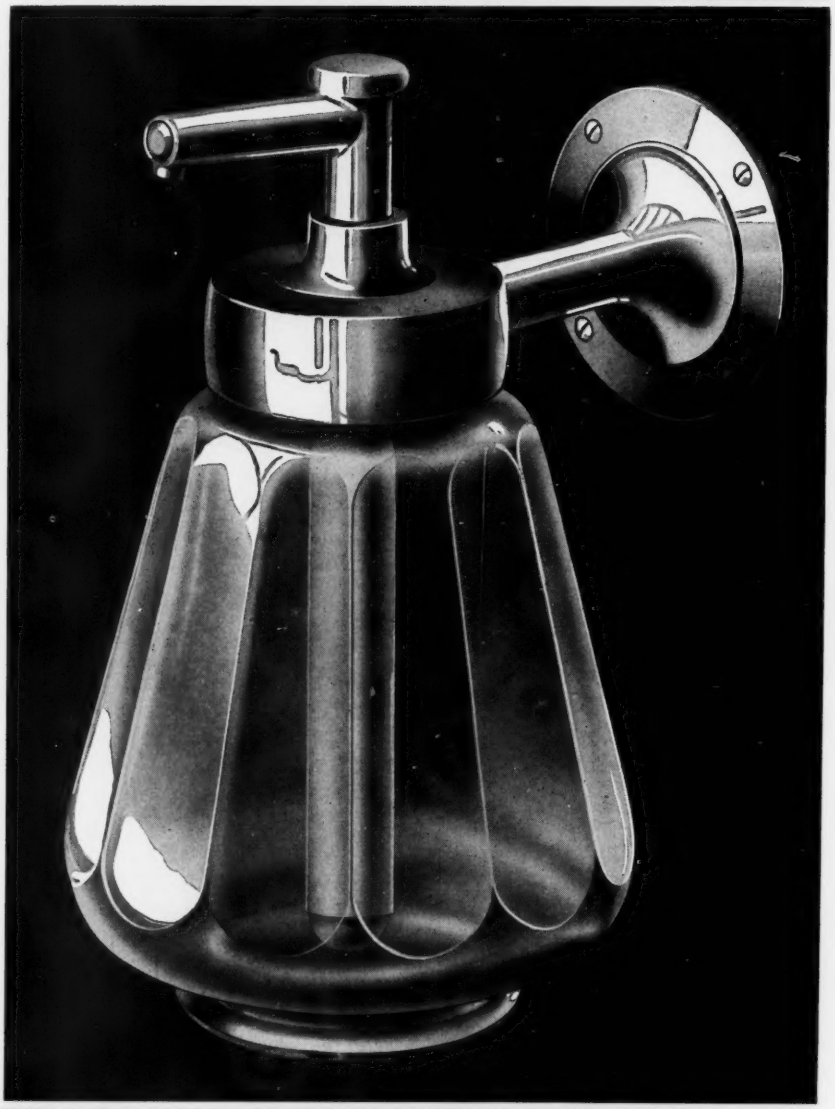
The above method, if carried out with proper attention to detail, has always given satisfactory results. By its use ether-soap solution emulsions which are difficult to separate by other means are quickly broken, allowing of a rapid and accurate determination of unsaponified and unsaponifiable matter.—FRANK N. BIFFEN in *The Chemist-Analyst*, 20, No. 4, p. 8 (1931).

—o—

Taylor Chemical Corp. has recently been organized under the laws of Delaware to operate a plant at Wyandotte, Mich., for the production of carbon tetrachloride. The new company is under the joint control of J. T. Baker Chemical Co., Phillipsburg, N. J., and Pennsylvania Salt Manufacturing Co., Philadelphia.

GIVE THEM SOP-O-ZON No. 14

A NEW LOW PRICED PUMP DISPENSER



Just can't leak!

★

Jobber's Price
75c each
in gross lots.

★

Bobrick Manufacturing Corporation

"Sop-O-zoN dispensers are within the reach of all"

219 Fourth Avenue
NEW YORK CITY

113 Garey Street
LOS ANGELES, CALIF.

Say you saw it in SOAP!

June Glycerine Imports Higher

Importation of refined glycerine into United States was renewed in June, 1931, following a period of suspension of imports through May. June imports amounted to 94,696 pounds, worth $7,864. Imports of crude glycerine in June, 1931, totaled 947,321 pounds, worth $48,870, as against 743,120 pounds, valued at $42,212, during the previous month. The following figures give in pounds the imports of glycerine into the United States over a period of years:

	Refined	Crude
1923	585,792	14,548,660
1924	1,500,644	14,427,054
1925	2,043,606	19,264,654
1926	10,839,093	27,658,552
1927	8,288,574	14,943,670
1928	4,217,943	4,951,651
1929	5,381,684	14,951,901
1930	3,136,809	12,144,193
Jan.-June, 1931	665,150	5,409,393

—o—

Solvay Celebrates Fiftieth Anniversary

The Solvay Process Co. this month reaches the fiftieth anniversary of its establishment. It was in September, 1881, that the alkali industry was first established on this continent on a commercial scale. Rowland Hazard was the founder and first president of the Solvay Process Co. and it was he who negotiated the acquisition of the American patent rights of Ernest and Alfred Solvay, perfectors of the Solvay process for the manufacture of soda ash. The original thirty ton per day soda ash plant at Syracuse, New York, was the beginning of the American industry which now supplies a world-wide market with alkalies.

Pioneer in the American field, the Solvay Process Company has been in continuous operation for 50 years, and is the largest manufacturer of alkali in this country, with plants located at Syracuse, Detroit, and Hutchinson, Kansas. In addition to commercial alkalies, the company now manufactures an extensive line of related products, including cleansing sodas, calcium chloride and liquid chlorine. The Solvay Process Company completed the form of organization under which it operates to-day with the formation, in 1927, of the Solvay Sales Corporation, which has entire control of the sale of Solvay products.

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A hearing in the Tariff Commission's investigation of the cost of production of feldspar will be held in Washington, September 17th. The investigation is being conducted as a result of the application of Consolidated Feldspar Corp., East Liverpool, Ohio, for a decrease in duty which under the act of 1930 is $1 a ton. Feldspar was previously admitted duty free.

Cincinnati Soap Moves to Dayton

Cincinnati Soap Co., Cincinnati, are moving their plant to Dayton, Ohio, where they will occupy the factory formerly owned by Beaver-Remmers-Graham Co. The plant was bought by Cincinnati Soap Co. about three years ago. Extensive alterations at the Dayton plant are including the erection of a $40,000 power house. When the factory is in complete operation, it will be one of the most modern soap plants in the country as Beaver-Remmers-Graham had effected many improvements before they were bought out by Cincinnati Soap. Cincinnati Soap Co. will maintain sales offices in Cincinnati.

—o—

New P. & G. Laundry Booklet

The Chip Soap Sales Department of the Procter & Gamble Distributing Company has recently published a booklet for distribution to linen supply houses entitled "Longer Life for Your Linens." This brochure gives the results of research on the part of the laundry research staff of the company and outlines the fundamentals of good washing, and the function of such washing in the preservation of linens. While prepared primarily for those operating linen supply houses, the booklet contains much information of value to the owners of general laundry businesses. The contents include sudsing formulas for general and special purposes, bleaching treatment formula and procedure and advice on the use of soaps and builders of various types.

—o—

An attempt to destroy 100,000 barrels of gum and wood rosin stored in the Brunswick, Ga., naval stores yards, on the evening of August 22nd, met with failure when the explosion of one of 75 dynamite sticks failed to set off the rest. The unsuccessful attempt was credited by authorities to persons seeking to advance naval stores prices by a wholesale destruction of stocks. The dynamite is believed to have been stolen from supplies in the woods used in blowing up stumps. The Brunswick yards are the property of the Atlantic Coast Line.

—o—

Monsanto Chemical Works, St. Louis, has completed successfully an experiment in raising wages of its production labor during the second quarter of 1931. In spite of the fact that average hourly rates were raised 10.4 per cent over figures for the same period of 1929, the labor cost per unit of output was reduced 15.5 per cent as a result of increase in efficiency. The experiment was described as distinctly successful, giving Monsanto lower labor costs and a better grade of employes as well.

SECURITY PRICES

PRICES of stocks of soap, chemical insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

	High 1931	Low 1931	Aug. 1 1931	Sept. 1 1931
Allied Chem.....	182¾	102¾	107	112
Am. Agric. of Del.	29¾	11½	13½	12⅝
Amer. Cyan. "B".	12¾	6⅛	7¼	7½
Armour of Ill. "A"	4½	1½	1⅞	1⅞
Bon Ami "A"....	66¼	60	62	63
Brillo	8½	5⅛	8	8½
Colgate, P. P.....	50½	40	44¾	45
Corn Prod.	86⅝	55⅜	64½	66¼
Coty	18	6¼	7⅝	7⅛
Dow Chem.	51½	34½	41½	42
Drug, Inc.	78¾	61½	74⅜	74½
Du Pont	107	71	87	85¾
Glidden	16⅛	7¾	9¾	10⅜
Gold Dust	42⅛	21	27⅜	27⅜
Gulf Oil	76	38	56	63
Heyden	13	9	9½	9½
Int. Agric	5¼	1⅝	2	1⅝
Lehn & Fink	34¾	22⅝	26¼	26⅞
Mathieson	31½	17⅝	22	23
McKess. & Rob...	17	7⅛	9¼	10½
Monsanto	28¾	18½	27	28¾
Newport "A"	55	41	51	54
Proct. & Gamb....	71¼	56	64	63⅛
Shell Union	10¼	4½	5⅞	5¾
Sher. Will.	68½	52	62	61¼
Sinclair	15⅞	6¼	10½	10¾
S. O. of Cal.	51¾	31⅛	36¼	40½
S. O. of Ind.	38½	19⅛	24⅛	26½
S. O. of N. J.	52½	30⅝	37½	40⅜
S. O. of Ohio	62½	35	43	53
Swift & Co.	30⅜	24⅛	26	26
Union Carb.	72	43½	49	51½
Westvaco	40	16⅝	19	17¼
Wilson & Co.	4	1⅛	2	5

Pressed Steel Tank Company, Milwaukee, manufacturers of Hackney steel barrels, drums, tanks and cylinders, announces the appointment of K. W. Cole as Chicago manager. The Chicago office is located at 208 South La Salle Street. Mr. Cole is well known to many business men, as a result of his long connection with American La France and Foamite Childs Corporation. He studied engineering at Cornell.

Index of Rancidity

(*From Page* 27)

for cottonseed oil at the various stages by the methylene blue method. The figures in Table II on the antioxidizing powers of corn and cottonseed sterols, added to deodorized cottonseed oil, show that apparently the finished oil still contains such a quantity of sterols that further addition offers no added protection; and the increasing susceptibility of cottonseed oil as it passes through the refining operations is ascribed entirely to exposure at high temperatures rather than loss of sterols. The decided shortening of induction period produced by alkali refining is thought to be caused by the removal of non-sterol unsaponifiable substances having antioxidizing strength many times that of the sterols.

Inspection of Table III, on the prooxidant action of metals in oil soluble form, shows good agreement between oven tests and methylene blue reduction, indicating that the latter method is applicable in the presence of metallic soaps. The metals were added to the oil as freshly prepared soaps of saturated fatty acids, and among those metals encountered most frequently as commercial contaminants, the order of decreasing accelerator action was found to be copper, zinc, nickel, iron, which is in agreement with previous work (Kerr, Cotton Oil Press V, No. 3, 45). The presence of moisture in the sample or in the methylene blue solution is to be avoided, according to the recommendations of Greenbank and Holm, and a number of fat samples to which had been added a measured percentage of water gave widely divergent results. The mechanism of the methylene blue reduction in the presence of fat is not completely understood, but the proportionality between direct oxygen absorption and time of fading points to the dependence of the latter reaction upon the induction period. Within the limitations outlined above, however, the method has been found useful, and future investigations should rapidly increase its scope of application.

SUMMARY

1. BY means of parallel tests, methylene blue reduction has been checked against Kreis No., direct oxygen absorption, and organoleptic tests for the purpose of determining keeping quality of edible oils and fats.

2. An apparatus is described for the simultaneous fading of seven samples, with visual control on six and photoelectric control on one. The light box is an air thermostat with forced circulation, suitable for use in direct oxygen absorption and accelerated ageing (organoleptic) tests.

3. The method has been intensively applied to edible cottonseed oil products, and certain limitations have been defined.

New Hand Paste Package

A new type hand soap and package has been put on the market by White & Bagley Co., Worcester, Mass. The product is a refinement of the ordinary mechanic's paste but of better quality, more pleasing appearance, and more elaborately

packaged. The soap, which is made up with a fine abrasive, is colored pink, to match the silver, pink and black label on the glass jar. The product is designed for use in the bathroom of the home and packaged to harmonize with cold cream, and other toilet preparations. The wide-mouth jar is 2¾ inches in diameter by 3½ inches high, packed six to a special counter display carton. The product was designed to fill a need for a high-class abrasive soap paste in a de luxe package for use in the home.

—o—

The first fall meeting of the Drug, Chemical and Allied Trades Section of the New York Board of Trade is being held at the Drug and Chemical Club, on the evening of September 15th. H. J. Ostlund, statistical director of National Wholesale Druggists' Association, addresses the meeting on the topic, "Distribution Costs in the Drug Field."

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The final golf tournament of the Salesmen's Association of the American Chemical Industry is being held September 15th at Briarcliff Lodge, Briarcliff Manor, New York. Lunch, golf and dinner are to be followed by entertainment in the evening.

Palmolive Loses German Advertising Case

Colgate-Palmolive-Peet Co., recently concluded an unsuccessful attempt to set aside a judgment granted against the company in favor of certain German soap manufacturers. Verband Deutscher Feinseifen E. V. and Parfumerie Fabriken objected to the publication by the Palmolive company of advertisements in which German beauticians advised the German public that Palmolive soap was superior to German soaps. The claim of the German manufacturers was that the advertisements were not compatible with the principles of sound business integrity, and it was indicated that the advertising secured by the German testimonial givers was an important factor in securing their laudatory statements. This opinion was sustained by the court which assessed damages and called on Palmolive to provide security against a repetition of the practices. An appeal was taken against this judgment before the Kammergericht, Berlin, which sustained the original decision.

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P. & G. Registered in England

Procter & Gamble have been registered in England as a Limited Company with a nominal capital of £100 in £1 shares. The office of the company is given as Phoenix Buildings, Collingwood street, Newcastle-on-Tyne, England, the plant of Thos. Hedley & Co., Ltd., a subsidiary. The directors of the concern are: R. P. Deupree, W. T. Calderwood, M. P. Woodward, W. Heyworth, W. Buchanan and G. H. Walton.

—o—

During the nine months period from July 1, 1930, to March 31, this year, soap imports entering England from Russia reached the total of 3,810,128 pounds which constituted about 17 per cent of the total British imports during that period. Imports from Russian sources for the third and last quarters of last year were considerably larger than during the first quarter of the present year.

—o—

Under date of May 21, 1931, the Peruvian Government issued a Supreme Resolution to the effect that inasmuch as soap chips can not be considered as new material for the manufacture of soap, the resolution ordering the assessment of import duty on soap paying 10 per cent ad valorem, be derogated.

—o—

Ross Heater & Manufacturing Co., Buffalo, has issued a booklet showing Ross equipment which includes boilers, condensers, expansion joints, exchangers, bleeder heaters, pipe line coolers and vacuum steam jets.

When it comes

to supplying the soapmaker

with perfume materials, we are in position to furnish the highest quality merchandise at interesting prices.

When Again in the Market for

Oil Rosemary Spanish
Oil Thyme Red and White
Oil Lavender Flowers French
Oil Vetivert Bourbon and Java
Oil Geranium Bourbon and African

Write Us for Prices.

All Products of

Bertrand Freres, S. A.
GRASSE FRANCE

Sole Representative U. S. and Canada

P. R. DREYER INC.
26 CLIFF STREET NEW YORK

Agent for

PAOLO VILARDI
Reggio Calabria, Italy
Essential Oils

H. RAAB & CO.
Roermond, Holland
Artificial Musks

VANILLIN FABRIK
Hamburg, Germany
Aromatic Chemicals

PERSONAL AND IMPERSONAL

L. D. Snow, general traffic manager for the Lever Brothers Co., Cambridge, Mass., appeared before the Interstate Commerce Commission last month in Washington, D. C., to oppose the proposed general 15 per cent increase in rail freight rates, and especially to oppose a blanket percentage increase in place of individual revision of rates in cents per hundred pounds. He was accompanied by H. E. Manghum, Lever attorney of Washington. He stated that any rail freight increase would force his company to develop the use of water routes and motor truck for shipment of raw materials and finished soaps.

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Helpa Products Corp., formerly of Hoboken, N. J., have moved their plant and offices to larger quarters at 98-108 Frelinghuysen Ave., Newark, N. J. The company manufactures soaps and soap powders.

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James N. Gamble celebrated his ninety-fifth birthday August 9th. Mr. Gamble is an inactive vice-president of Procter & Gamble Co. He first became a member of the firm in 1862.

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Gold Dust Corp. has recently made a number of changes in the design of its "Gold Dust" package, which brighten up the carton while not changing its essential outlines. The package design was taken originally from a cartoon in *Punch* in 1884.

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The Glycerine Producers' Association has issued a sales manual entitled "Autumn Gold" for the purpose of outlining to automotive dealers methods by which they can expand their sales of glycerine for anti-freeze purposes.

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J. B. Williams Co., Glastonbury, Conn., is conducting an advertising campaign in New York City on its Williams shaving cream and Aqua Velva in which it emphasizes the fact that it is not offering any free deal in connection with its campaign. Behind the Williams plan is the belief that retailers are tired of the endless successions of free deals which usually interfere with their regular sales and deprive them of a regular profit.

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Geoffrey Heyworth has been appointed a director of Lever Bros., Ltd., following the retirement of John Cheshire on the advertising side and C. R. Baker on the manufacturing side. Mr. Hayworth was until recently chairman of J. Crosfield & Sons,, Ltd., Warrington, England.

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In celebration of the one hundred and twenty-fifth anniversary of its founding, Colgate-Palmolive-Peet Co. is giving away 35,000,000 large size tubes of its Blue Ribbon Dental Cream. With each purchase of one of a series of Colgate products a free tube of dental cream is given. The free offer also serves as an opportunity to publicize the fact that the American Dental Association has granted Colgate the right to use the association's seal of approval on Colgate dental cream.

—o—

The number of cakes of "Lux" toilet soap sold throughout the world during 1930 was 263,577,-228, according to F. D'Arcy Cooper in his report before the recent annual meeting of Lever Bros., Ltd. Exports of toilet soaps to all parts of the world from England were substantially reduced in 1930, said Mr. Cooper, sales in India being hit especially hard.

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K. F. Griffiths & Co., New York, has filed application for an investigation of foreign and domestic costs of production of pumice stone. An increase in duty is sought above the present rate of 75c per 100 pounds, which replaced the former rate of 55c per 100 pounds. An increase was also sought by James H. Rhodes & Co., Chicago, in a recent application to the United States Tariff Commission.

—o—

McKesson & Robbins, Inc., and subsidiaries, for the six months ended June 30, report net profit of $1,300,380, equal to 51c per share on 1,072,728 shares of common stock outstanding. This compares with $1,409,116, or 61c per common share in the first half of 1930.

—o—

Durkee Famous Foods, Inc., Long Island City, has announced the removal of its foreign department to 82 Corona Ave., Elmhurst, L. I., N. Y., on September 1st. The new phone number is POmeroy 6-4900. William B. Foster is manager of the foreign department.

H. C. Rosenberger, secretary of National Milling & Chemical Co., Philadelphia, reports that the soap business of that company is running twenty per cent ahead of 1930 figures this year. Production has been stimulated throughout the third quarter by the renewal of activity in New England paper and textile mills.

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James Wilckes, superintendent of Swift & Company's cottonseed oil mill at Albany, Ga., was killed August 20th when he suffered an electrical shock while installing some plant equipment. He was fifty-two years old.

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Offices of Irving R. Boody & Co., vegetable oil dealers, have been moved from 132 Front street, New York, to 99 Wall street. The new telephone number is DIgby 4-2051.

—o—

The annual golf outing of the Oil Trades Association of New York was held at Pelham Country Club, Pelham Manor, N. Y., September 1st, with about 100 members and guests in attendance. Class A prize for low net score went to M. F. Nevins, who turned in a net of 76. Leonard Blackman took low net in class B with a 69. The privileges of the club were made available through the courtesy of Clifford T. Weihman, president of the association. The fall banquet of the Oil Trades Association will be held October 5th at the new Waldorf-Astoria.

—o—

Walter Janvier, Inc., New York, has purchased the assets of Orphos Chemical Co., also of New York, manufacturers of "Orphos" toothpaste. The purchase includes trademark rights and formulæ for the dentifrice, which will continue to be manufactured by Janvier with the name, tube and package unchanged. A change will be made in the formula and the price of the tube will be reduced from fifty to forty cents.

—o—

Harry G. Cowan, district salesmanager for Spencer Kellogg & Sons, Minneapolis, recently completed twenty-five years of service with the company. His associates honored him with the presentation of a suitably engraved watch.

—o—

Etablissements Roure-Bertrand Fils and Justin Dupont, Paris and Grasse, represented in United States by George Silver Import Co., New York, have completed arrangements for a Spanish division which will specialize in the distillation of Spanish essential oils. Louis Amic, director of the French concern, has completed a survey of the Spanish industry and has supervised construction of mobile distillation plants for spike, rosemary and thyme. These oils are now being offered to the trade by George Silver Import Co.

—o—

A. G. Stern, formerly associated with the Jersey City plant of Colgate-Palmolive-Peet Co. and later with the Barrett Co., New York, has become associated with the A. R. Maas Co., Los Angeles, Calif., manufacturers of detergent materials.

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W. E. Browne, for many years representative of C. F. Simonin's Sons, Inc., in New York, died suddenly August 10th. Mr. Browne had been connected with C. F. Simonin's Sons, vegetable oil refiners, for seven years, having taken a position with this company after the liquidation of the American Cotton Oil Co.

—o—

Increased production is planned by J. O. Adams Co., Boone, Iowa, manufacturers of hand soap. The company will be incorporated for $30,000 and will seek a new location for its plant prior to engaging on its program of expansion.

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Howard Kellogg, president of Spencer Kellogg & Sons, Inc., has purchased a seat on the Chicago Board of Trade.

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Bello Corp., Gardner, Mass., has recently introduced a new shaving cream which will be sold under the name, "Bello Bubbles."

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Diamond Alkali Co., Pittsburgh, recently began the manufacture of a very pure grade of salt which will run over 99.9 per cent pure sodium chloride and be entirely free of calcium and magnesium compounds.

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J. Wrench, sales manager of Industrial Chemical Sales Co., New York, has just returned from an extended tour of the country during which he visited the sales offices of the company in connection with the sale of "Nuchar," the activated carbon sold by Industrial.

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Dodge & Olcott Co., New York, has issued a new catalog and price list of essential oils and aromatics for the soapmaking and perfumery trades.

—o—

Drug, Inc., earned net profits of $10,656,054, or $3.04 a share, during the six months ended June 30th, comparable to the $10,542,006, or $3.01 a share, earned last year in the same period.

—o—

Robert Gair Co., New York, has established a fellowship at Mellon Institute, Pittsburgh, for research on moistureproofing and greaseproofing paperboards used in cartons.

CHICAGO NEWS

THE twelfth annual convention and trade exhibition of the American Association of Cosmeticians and Hair Artists was held at the Hotel Sherman on August 17, 18 and 19. The Association will hereafter be known as the American Cosmeticians Association. The numerous lectures and demonstrations were presided over by Chairman Ruth D. Maurer, President Mrs. M. B. McGavran, and Secretary Frances Martell. Plans were outlined for the Association's educational and legislative activities during a forthcoming period of two years, and the Association's primary aim, which is the firm welding together of all the people in the industry, was stressed.

In the executive session on the first day of the convention, the following officers were elected: Mrs. M. B. McGavran, President, Kansas City, Mo.; Mr. Otto DeDonato, Vice President, St. Louis, Mo.; Miss Elizabeth Thielen, Vice President, St. Louis, Mo.; Mrs. Louise D. Herschel, Vice President, Houston, Texas; Mrs. E. A. Voegele, Vice President, Greensburg, Penn.; Mrs. Ruth D. Maurer, Chairman of the Executive Committee, New York, N. Y.; Dr. G. A. Ward, Medical Advisor, Chicago, Ill.; Mr. B. F. Spellman, Legal Advisor, New York, N. Y.; Mr. E. M. Nolen, Director of Publicity, Chicago, Ill.; Miss Frances Martell, Executive Secretary and Treasurer, Chicago, Ill. Mr. Nolen's office was newly created at this convention, it being considered advisable to appoint a director in charge of publicity in view of the Association's increasing promotional work. Forty-six members, representing the industry in all parts of the country, were appointed to the Board of Managers. Permanent headquarters, under the charge of Secretary Martell, will be maintained at the Hotel Sherman, where an intensive campaign will be carried on for new members.

The exhibitors, numbering fifty-one, filled booths in the ballroom, annex and mezzanine. Each booth held its share of interested observers, both professional and non-professional, during talks, exhibitions and demonstrations. The former included shop owners and operators from every state in the Union.

Entertainment under the general charge of Mrs. Ruth D. Maurer, was a feature of the convention each evening. On Monday night, a capacity crowd gathered in the Louis XVI Room for a banquet entertainment and dancing. Tuesday evening was featured by a Get-Together assembly of the exhibitors in the Grand Ball Room. Wednesday night found an enthusiastic crowd gathered for the Grand Finale in the Louis XVI Room, where the Association entertained with dancing, refreshments and the awarding of prizes by friends of the Association as follows: Duplex Permanent Waving Machine, awarded by the Nestle Le Mur Co.; Arnao Steamer, awarded by Charles Arnao Co.; Ten Massagette Balls, awarded by Ruth D. Maurer; a $150.00 Scholarship, awarded by Mrs. MacClain, of the Mid-West Beauty College, Ltd.; a package of specialties, awarded by Hyman & Hyman, Inc.; six magnifying mirrors, awarded by Julie E. Kahn; twelve Bob-o-Lene, by Aladdin Laboratories; a Six Months' Scholarship and $100.00 Cash Coupon on a 10 unit Shur-Way Drying System, twelve Shur-Way Finger Lotion, and one package of Eugene General Supplies, by Eugene, Ltd.; twelve Rose Dust Enamel Remover and twelve Rose Dust Nail Enamel, by Merrell-Hellman Laboratories; and six Anti-Streak, by the National Mineral Co. The Association's 1932 Convention will be held at the Sherman Hotel next August.

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The Chicago Perfumery, Soap and Extract Association's final golf tournament of the season will be held at the beautiful Elmhurst, Ill., course on Tuesday, September 22nd. This will be the most important session of the season and is expected to attract a large crowd, including the winners of past tournaments. The Association's first official Fall meeting will be held at noon, at the Midland Club, on Wednesday, September 16. Autumn activities will then be announced.

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Packaging Exposition Scheduled for Chicago

At the second Packaging, Packing and Shipping Exposition, scheduled for the Palmer House, Chicago, March 7-12, the story of the packaged and delivered unit from the raw material state of the shipping materials down to the shipments of units of the finished packaged product will be unfolded in a series of exhibits. Among the exhibitors will be: Hinde & Dauch Paper Co., Sandusky, Ohio; Stokes & Smith, Philadelphia; Package Machinery Co., Springfield, Mass., and DuPont Cellophane Co., New York. Exhibits will include practically every type of package and container, including tubes, wrappers, cartons, bottles, paper, folding and set-up boxes, fibre board boxes glass and moulded containers, mailing boxes, metal-edge folding boxes, pound measure packages, outer packages of every variety, air-tight, water-proof and theft-proof packages, packages and wrappers of wood, tin, cardboard and cellophane, packaging equipment, machinery and supplies, packing and shipping room equipment and accessories, and transportation and delivery essentials. Among the commodities which will be in various displays in illustration of current methods of packaging, packing and shipping will be toilet articles, soap, bath salts, pharmaceutical and miscellaneous products.

The Purchasing Power of the Dollar!

In current business and economic discussions the Purchasing Power of The Dollar is much in the limelight.

Are you getting your full dollar's worth every time you spend a dollar for Decolorizing Carbon? Remember — price alone is not of major importance. True value is units of work done per unit cost.

Play safe—and order only DARCO for your decolorizing carbon requirements. Then you can rest assured that your Dollar has exercised its full Purchasing Power.

This Trade-mark DARCO *On Every Carton*

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Say you saw it in SOAP!

SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

Oil Chemists Plan Exhibits

AN INNOVATION in exhibits will be made at the Annual Fall Meeting of The American Oil Chemists' Society at the Congress Hotel, Chicago, October 29-30. The meeting will be held in the large Florentine Room, where ample space will be available for exhibit purposes. Some of the chemical and equipment supply houses promise unusually interesting exhibits. Any concern desiring to secure space should send in reservation promptly to John P. Harris, 205 W. Wacker Drive, Chicago, Treasurer of the Convention Committee, who is in charge of the arrangements for exhibition.

In connection with the meeting, Mr. Harris has the following to say in regard to the bowling tournament which will be staged: "The twelve fastest and smoothest alleys in the city of Chicago, at 235 South Wabash Avenue, just around the corner from the Congress Hotel, have been secured for the Second Annual Bowling Tourney of The American Oil Chemists' Society, October 29th.

"Play will be resumed for the Nuchar Challenge Trophy Cup, won last year by the Amaizo team of The American Maize Products Co., and this year the eligibility rules have been so tightened up that a good stiff competition, in doubt to the last minute, is assured.

"All contestants must be actually employed in the chemical laboratory or in some department of the plant where actual processing of fats, oils or soaps is done, and at least one member of each team must be a member of The American Oil Chemists' Society, in good standing. Exhibitors at the convention are also eligible for competition.

"One of the most dangerous teams last year was the Procter & Gamble team of Cincinnati, and we understand that, in spite of extreme heat, this team has started preliminary practice on the Wyoming alleys, headed by President Richardson of the Society. They will be a hard team to beat this year. They are all eligible.

"The Armour team will bear watching this year, as they turned in the highest single game of the year last year and we hear that John Vollersten has had them out practicing regularly. The Swift Premiums form one of the best teams we have ever seen in competition. They play together regularly and will be close up at the finish as they were last year. Irwin will be a factor this year, even though he had hard luck last year.

"The 'Dark Horse' team of the race is said to be the Wilson team. They didn't get to 'clicking' last year, but watch them go this year. Tolman is in the pink of condition, and promises to show the boys some real rolling."

—o—

In making "non-freezing" lubricants, oils or fats are mixed with a glycol or with a hydroxyl containing ether of a glycol and a dispersing agent such as soap, a high-molecular-weight sulfonate or an alkylolamine; for example, a mixture of spindle oil and tallow, colophony or paraffin oxidation products is mixed with ethylene glycol, borax, benzyl alcohol and an aqueous potash solution to form homogeneous product suitable for lubricating locomotive axles, electric contacts, rail switches, etc., or for use in hydraulic presses or brakes or as a rust preventing coating. Brit. Pat. No. 340,294.

—o—

Sulfation of castor oil is said to take place, in part, at the double bond; a stable gamma-hydroxy-stearic acid is not obtainable from stearolactone without first separating the stearolactone from the accompanying fatty bodies. Although determination of the actual composition of a fatty modification obtained by the action of sulfuric acid is not always possible and even though the identification of the parent oil is often difficult, one can always ascertain that modification has taken place. *Ind. and Eng. Chem. Anal. Ed.* 3,243 (1931).

—o—

Elgin Softener Corp., Elgin, Ill., manufacturers of water conditioning equipment, is mailing a bulletin describing newly developed equipment for reducing blow-down losses in boiler operation. The Elgin Continuous Blow-Down System also minimizes concentrations and protects boiler surfaces according to the makers. A concise description of the system is available to interested companies.

—o—

In a newly patented shaving composition 12 parts of shaving soap are mixed with 1 part of extract of licorice root. Boric acid and phenolphthalein may be added also. U. S. Pat. No. 1,803,076.

JUSTIN DUPONT

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We offer

PHIXIA

(Hydroxycitronellal)

This product, so useful in the art of perfuming, is one of the specialties of Justin Dupont. On account of its great instability under the influence of reagents, Hydroxycitronellal is difficult to obtain in the perfect state of purity demanded for high-class perfumery. We have been engaged in this particular manufacture for the last twenty years, and our specialty "PHIXIA" is, undoubtedly, one of the best.

IONANTHEMES

IONANTHEME BRUTE is a crude body, obtained through the action of acid agents on Pseudo Ionone. It has a brown color, and a still rough odor, but is very interesting for soap and certain very cheap compounds. This product is the raw material from which the other Ionanthemes are derived, namely:—

Ionantheme
Ionantheme 100%
Ionantheme Alpha
Ionantheme Alpha Extra Blanche

Exclusive representative in the United States and Canada

GEORGE SILVER IMPORT CO.

461-463 FOURTH AVE. NEW YORK CITY

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

A method suggested for the determination of free fat in soap is as follows: dissolve fifty grams of the sample in 250 cc. of hot water and 300 cc. of alcohol and cool the solution to room temperature. Extract three times with petroleum ether (boiling below 60° C., first with 400 cc. and the twice with 300 cc. Wash the ether solution with 50% alcohol containing a small quantity of sodium carbonate and then with 50% alcohol until free from alkali. Evaporate the solvent, saponify the residue with 5cc. of half-normal alcoholic potassium hydroxide solution, dilute with water and treat with petroleum ether to extract unsaponifiable material. Wash the ether solution with 50% alcohol and add the wash liquor to the soap solution. Decompose with dilute hydrochloric acid and extract the fatty acids with washed and dried ether. After evaporating the solvent, dry the residue and weigh in an atmosphere of carbon dioxide. *J. Soc. Chem. Ind. Jap.* 34, Suppl. Bind. 153-4 (1931.)

* * *

In the manufacture of a new cleaning composition, fat is saponified with less than the stoichiometric quantity of alkali in the presence of small quantities of an alcohol such as propyl alcohol or iso-propyl alcohol. Such an acidic soap can permanently retain unlimited amounts of fat solvents, i.e., hydrocarbons such as benzol or terpenes. Brit. Pat. No. 334,177.

* * *

The detergent action of an approximately neutral soap at optimum concentration of 0.25% and optimum temperature of 40° C. is said at first to increase and then decrease as the alkalinity of the solution is increased. The maximum detergent effect is obtained at a pH of 10.7. At this optimum alkalinity the increase of the detergent power of the soap appears to depend to a marked extent upon the nature of the anions present. *Ind. Eng. Chem.* 23, 778-80 (1931).

* * *

The oxidation of fats is accelerated sensibly by weak artificial light, while exposure to direct sunlight for a few minutes suffices to produce rancidity. The reaction is autocatalytic, and even brief exposure to light accelerates the subsequent oxidation. Bleaching of the lipochrome of beef fat occurs at a comparatively early stage of the oxidation process. A distinct parallelism exists between the active oxygen content of a fat and the intensity of its response in the Kreis reaction, but at low temperatures the content of active oxygen increases more rapidly than the ability to respond to the test. In bright sunlight, the reverse is true. *Proc. Roy. Soc.* (London) B108, 175-89 (1931), *Chem. Abstr.* 25, 4,424 (1931).

* * *

To obtain proper results in milling, soap must have a normal fatty acid content, of normal titer. The troubles caused by low titer can be overcome by adding 0.5-2% of zinc oxide, but this has the drawback of giving insoluble metallic soaps. The best remedy for low titer is to add fatty acids to the soap. *Maslo. Zhirov. Delo.*

* * *

In the determination of acid number and saponification number of fats, to overcome the errors due to the presence of lime soap or other metallic soaps, the following method of determining acid and saponification numbers is recommended: Dissolve 4-5 grams of the fat in a neutralized mixture of 90 per cent by volume of 0.70 benzene and 10 per cent by volume of absolute alcohol; add 30 cc. of 50 per cent alcohol, then titrate the warm lower aqueous solution to permanent rose color to phenolphthalein. Determine the saponification number as usual after decomposing the fat with acid. The percentage of soaps is calculated from the acid numbers before and after decomposing the soaps in the fat. *Seifensieder-Ztg.* 58, 254-5 (1931).

* * *

The rate of expansion of fats on heating, starting with solid fat at 20° C., has been investigated with the aid of a specially designs dilatometer. A myristo-laurin mixture expands during melting at 35°, 8,500 cubic millimeters per 100 grams; fully hardened linseed oil (almost pure stearin) expands up to 39°, then contracts from 39 to 47° to even below its original volume, then expands again and at 64-69° the volume increase is 16,900 cu.mm. per 100 g. Oleic acid shows a fairly uniform expansion rate without sudden increase at any one temperature, but slight irregularities appear when the rate of freezing is varied. More or less irregular curves are shown for tallow, butter fat, compound lard, hardened soybean oil and hardened peanut and fish oils. *Chem. Umschau Fette, Oele, Wachse Harze* 38, 17-22 (1931).

YOU are interested in lower costs . . . Naturally. Then consider these facts carefully.

Munn comes to you directly from the manufacturer . . . packed as you want it on a net weight basis. Munn is always *Clean, Uniform* and therefore Economical.

Munn makes a better soap and slices production costs.

PROOF {A} Millions of cakes of soap are made with Munn every month.

PROOF {B} It's highly guarded standard of quality is making new friends among soap manufacturers everywhere.

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PALE WOOD ROSIN

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Address Our Main Office: *75 East 45th St., New York City* NEWPORT Plants: *De Quincy, La.—Pensacola, Fla.—Bay Minette, Ala.*

Say you saw it in SOAP!

CONTRACTS AWARDED

J. Eavenson & Sons have been awarded the contract for 200,000 lbs. of laundry soap for Brooklyn army quartermaster at 5.18c. Solway Sales Corp. awarded 250,000 lbs. laundry soda at 1.64c. and 1,200 lbs. soda ash at 1.57c. Colgate-Palmolive-Peet Co. awarded 600 cakes toilet soap at 2.2c. and 3.600 lbs. salt water soap at 3c. R. M. Hollingshead Co. awarded 192 lbs. metal polish at 14c. Presto Co. awarded 144 cans hand soap at 5.25c. Coston Supply Co. awarded 1,500 lbs. soft soap at 4.5c.

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James Good, Inc., Philadelphia, was low bidder on 200 quarts furniture polish for Washington U. S. M. C., with a quotation of 16.4c. Uncle Sam Chemical Co., New York, entered a bid of 17c.

—o—

L. Kemp & Sons Corp., Cambridge, Mass., was low bidder on 5,000 lbs. soap chips in a recent Washington U. S. M. C. bidding with a quotation of 4.51c. A bid of 2.82c., entered by Swift & Co., Washington, was low bid on 5,000 cans cleanser.

—o—

Scudders-Gale Grocery Co. awarded the contract for 9,000 cakes white floating soap for Sam Houston quartermaster at a price of 3c. Crystal Soap & Chemical Co. awarded 250 lbs. laundry sour at 9c. Armour & Co., San Antonio, awarded 800 lbs. dry cleaning soap at 8c.

—o—

Newell-Gutradt Co. awarded contract for quantity of castile soap for Fort Mason quartermaster at 11.5c. W. P. Fuller & Co. awarded quantity of liquid polish at 11c. Braun-Knecht-Heimann Co. awarded quantity of naphthalene at 4.4c.

—o—

Jos. Dixon Crucible Co. has been awarded the contract for 7,200 cakes stove polish for Brooklyn army quartermaster at 3.75c.

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U. S. Sanitary Specialties Corp. was low bidder on 100 bronze and nickel silver liquid soap valves for government printing office, Washington, in a recent bidding, with a quotation of $1.10.

—o—

Armour & Co. was recently awarded the contract to supply Brooklyn quartermaster with 8,448 cans scouring powder at 2.6c. Windsor Soap Co. awarded 3,800 6-oz. cakes of white soap at 2.23c and 600 6-oz. cakes at 2.3c. Nemo Chemical Co. awarded 7,200 quarts metal polish at 13c. B. T. Babbitt, Inc., awarded 120,000 cans caustic soda at 5.22c.

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Colgate-Palmolive-Peet Co., Chicago, awarded 135,000 lbs. soap for Fort Sam Houston quartermaster at 2.9167c and 3.35c. Erie City Mfg. Co., Erie, Pa., awarded 3,800 mop handles at 17.25c. J. E. Fricke Co., Philadelphia, awarded 4,000 cotton mops at 14c.

—o—

Dr. F. J. Cullen has been appointed Chief of Drug Control of the Food and Drug Administration of the U. S. Department of Agriculture by W. G. Campbell, Director of Regulatory Work, replacing Dr. James J. Durrett, who has resigned after three years of service to become associated with E. R. Squibb & Sons.

—o—

Imports of castile soap into United States during June, 1931, totaled 341,883 lbs., worth $30,665, as against 319,363 lbs., valued at $28,666, in the same month of last year. Toilet soap to the amount of 89,276 lbs., worth $25,716, was imported in June, 1931, as against 166,702 lbs., priced at $47,422, in June, 1930.

—o—

Polak's Frutal Works, New York, has recently issued a new catalog and price list of essential oils, aromatic chemicals and flavoring materials.

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Representatives of naval stores producers have applied in vain for aid in their marketing difficulties from the United States Timber Conservation Board. The Board was able to offer only advice on production, stocks and demand, and as this information is already available in other quarters this type of assistance by the Timber Board would not be particularly helpful.

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A plant for the manufacture of borax, potash salts and salt soda will be erected by Burnham Chemical Co. at Searles Lake, Cal.

—o—

United States exported 3,951,015 lbs. of soda ash during June, 1931, valued at $63,941. Japan, the leading buyer, took 1,878,600 lbs.

No Chemical Plant Is Complete
Without a Compact Technical Library

And No Such Library Is Complete Without These Well-Known

TECHNICAL BOOKS

Perfumes, Cosmetics and Soaps, by Poucher. New and revised edition of this standard reference. Volume I, a dictionary of raw materials, 394 pages, $6.50. Volume II, dealing with the manufacture of soaps, perfumes and toilet preparations, 406 pages, $7.50.

The American Soap Maker's Guide, by Meerbott and Stanislaus. The most recent American publication on soap manufacturing. 750 pages. $7.50.

Textile Soaps and Oils, by Hurst & Simmons. A handbook on the preparation and properties of soaps and oils used in textile manufacturing. 212 pages. $4.00.

Henley's Twentieth Century Book of Recipes, Formulas and Processes. A handy reference book listing 10,000 miscellaneous formulas, including special sections for soaps, polishes, insecticides, etc. 800 pages. $4.00.

The Industrial Chemistry of Fats and Waxes, by Hilditch. A study of the fats and waxes in relation to their use in industry. 450 pages. $6.00.

Commercial Oils, Vegetable and Animal, by Laucks. Technical data, trade rules and specifications on commercial oils for the non-technical man. 138 pages. $1.50.

Manual of Toilet Soap Making, by Deite. Translation from a standard German text on manufacture of toilet and medicated soaps. 360 pages. $8.00.

Art of Soapmaking, by Watt. Practical handbook on the manufacture of hard and soft soaps. 323 pages. $4.00.

Chemical Encyclopaedia, by Kingzett. A digest of chemistry and chemical industry. 810 pages. $10.00.

Soaps and Proteins, Their Colloid Chemistry in Theory and Practice, by Fischer. 272 pages. $4.00.

The Examination of Hydrocarbon Oils, and of Saponifiable Fats and Waxes, by Holde. 572 pages. $6.00.

Soaps, by Hurst. A practical manual of soap manufacture. 440 pages. $7.00.

Soluble Silicates in Industry, by Vail. 443 pages. $9.50.

Recipes for the Color, Paint, Varnish, Oil, Soap and Drysaltery Trades. 365 pages. $5.00.

A Handbook of Soap Manufacture, by Simmons and Appleton. 167 pages. $4.00.

Industrial Filtration, by Wright. 336 pages. $6.00.

Glycerol and the Glycols, by Lawrie. 447 pages. $9.50.

Van Nostrand's Chemical Annual, by Olsen. 897 pages. $5.00.

Chemical Disinfection and Sterilization, by Rideal. One of the few books in this field, of particular interest to those engaged in sanitary work and consultant and analytical chemists. 313 pages. $8.00.

Hydrogenation of Organic Substances, by Ellis. Latest revised edition of this well-known book, pre-eminent in the field of hydrogenation. 990 pages. $15.00.

Soap Blue Book, A Buyer's Guide. 195 pages. $1.00.

CHECKS MUST ACCOMPANY ALL ORDERS

NO BOOKS MAILED ON APPROVAL

MacNAIR-DORLAND CO.

136 LIBERTY STREET NEW YORK CITY

RECORD OF TRADE-MARKS

The following trade-marks were published in the August issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade Marks Filed

Speedee—This in solid letters cut by arrow describing washing powder. Filed by Speede Products Co., Cedarburg, Wis., Mar. 13, 1931. Claims use since Mar. 1, 1928.

Angelite—This in solid letters describing soap. Filed by Angelite Soap Mfg. Co., Los Angeles, Apr. 20, 1931. Claims use since June 2, 1930.

Parlor Pride—This in solid letters describing stove polish. Filed by Parlor Pride Mfg. Co., North Andover, Mass., May 16, 1931. Claims use since July 1, 1879.

Glo-Brite—This in solid letters describing cleaning and polishing preparation. Field by Glo-Brite Laboratories, Des Moines, Iowa, May 18, 1931. Claims use since Apr. 1, 1931.

No. 300—This in solid letters describing cleansing preparations. Filed by Solvay Process Co., Syracuse, N. Y., May 23, 1931. Claims use since Apr. 20, 1930.

No. 400—This in solid letters describing cleansing preparations. Filed by Solvay Process Co., Syracuse, May 23, 1931. Claims use since July 1926.

Green Label—This in solid letters describing cleansing preparations. Filed by Solvay Process Co., Syracuse, May 23, 1931. Claims use since July, 1926.

Super Detergent—This in solid letters describing cleansing compound. Filed by Solvay Process Co., Syracuse, May 23, 1931. Claims use since Sept. 29, 1930.

Ceda Flaxe—This in solid letters describing moth repellant in the form of wood shavings. Filed by Altreit Co., Brooklyn, Jan. 20, 1931. Claims use since Nov. 10, 1930.

Tannol—This in solid letters describing tooth powder. Filed by Tannol Co., Yonkers, N. Y., Mar. 9, 1931. Claims use since Feb. 2, 1931.

Permozone—This on reverse plate with drawings showing uses of product, describing disinfectant, insecticide and deodorant. Filed by Permozone, Inc., New York, May 1, 1931. Claims use since Aug. 29, 1930.

M D D—This in solid letters on medical cross describing disinfectants, deodorants and germicides. Filed by M D Laboratories, Cleveland, May 1, 1931. Claims use since Apr. 15, 1931.

Stephens'—This in solid letters describing dental powder. Filed by Mck. Stephens Co., St. Louis, May 14, 1931. Claims use since Apr. 28, 1931.

Bi-Bi—This in solid letters describing insecticide. Filed by Bi-Bi Products Co., Tulsa, Okla., June 2, 1931. Claims use since Dec. 31, 1930.

Phosphorone—This in solid letters describing antiseptics and germicides. Filed by Phosphorone Corp., Dover, Del., June 4, 1931. Claims use since Feb. 22, 1922.

Chlorena—This in solid letters describing disinfectant. Filed by Ralston Purina Co., St. Louis, June 11, 1931. Claims use since May 1, 1931.

Cre-So-Fec—This in solid letters describing disinfectant. Filed by Ralston Purina Co., St. Louis, June 11, 1931. Claims use since May 1, 1931.

Colgate—This on reverse plate on carton, together with words, "Crema Dentifrica," describing dental cream. Filed by Colgate-Palmolive-Peet Co., Chicago, June 12, 1931. Claims use since May, 1929.

Listeraide—This in solid letters describing deodorants and disinfectants. Filed by Willard J. Slagle, Wellesley, Mass., June 16, 1931. Claims use since May 1, 1931.

Cee-Bee—This in solid letters describing detergent cleaning compounds. Filed by Cee-Bee Products, Los Angeles, June 12, 1931. Claims use since June 3, 1931.

Nechemas—This in solid letters describing general cleaner. Filed by New England Chemical Associates, New York, June 16, 1931. Claims use since Mar. 16. 1931.

Ger-San—This in solid letters describing disinfectant and germicide. Filed by Hughes Chemical Co., Cleveland, Feb. 20, 1931. Claims use since Feb. 6, 1931.

Oxford—This in solid letters with coat of arms describing metal polish. Filed by Crowell Chemical Co., East Rutherford, N. J., June 22, 1928. Claims use since Jan. 1, 1909.

Terrazzo-San—This in solid letters describing cleansing compound. Filed by Huntington Laboratories, Inc., Huntington, Ind., May 18, 1931. Claims use since Mar. 15, 1931.

Plott's Soap—This in solid letters describing

soap. Filed by H. H. Plott, Canton, N. C., June 10, 1931. Claims use since June 1, 1931.

Klaro—This in solid letters describing cleaning compound. Filed by Klaro Products Co., New Bedford, Mass., June 15, 1931. Claims use since Feb. 12, 1930.

Dona Rosa—This in solid letters describing soaps. Filed by Dona Rosa Toiletries, Los Angeles, June 16, 1931. Claims use since Mar. 1, 1930.

Atlas—This in solid letters describing cattle dip and boiler compound. Filed by Chipman Chemical Engineering Co, Middlesex, N. J., Nov. 19, 1929. Claims use since 1900.

Zincora—This in solid letters describing tooth powder. Filed by Park Laboratories, New York, Feb. 17, 1931. Claims use since May, 1925.

Micro-Mer—This on reverse plate on cross-shaped background describing antiseptics, disinfectants and germicides. Filed by Micromerc Germicide Co., Los Angeles, May 15, 1931. Claims use since Feb. 1, 1931.

RoTox—This in solid letters describing insecticidal floor compound. Filed by Southern Mfg. Co., Waco, Texas, May 21, 1931. Claims use since Feb. 1, 1929.

De-Clog-O—This in solid letters describing cleaner. Filed by Dulany Mfg. Co., Pittsburgh, May 22, 1931. Claims use since April, 1931.

Prom—This in shaded letters together with fanciful portrait of girl, describing shampoo. Filed by Lenwells, Inc., Chicago, May 22, 1931. Claims use since September, 1930.

Green Death—This in shaded letters describing insecticides. Filed by Ohio Valley Drug Co., Wheeling, W. Va., May 28, 1931. Claims use since July, 1904.

Tri-Icide Germ Killer—This on rectangular reverse plate describing antiseptic. Filed by Smith & Co., Oklahoma City, Okla., June 1, 1931. Claims use since May 1, 1931.

Purina—This in solid letters describing insecticide and disinfectant. Filed by Ralston Purina Co., St. Louis, June 11, 1931. Claims use since May 1, 1931.

Sure Kil—This in outline letters describing insecticide. Filed by Sure-Kil Co., Chicago, June 22, 1931. Claims use since Apr. 7, 1928.

Badger—This in solid letters describing soap flakes, granulated soap and liquid soap. Filed by Colgate-Palmolive-Peet Co., Chicago, Jan. 30, 1931. Claims use since 1900.

Levin's Success Cleanser.—This in solid letters describing cleansing powder. Filed by Levin Chemical Co., Newark, Ohio, May 26, 1931. Claims use since Feb. 20, 1931.

Swift's—This in solid letters describing soap. Filed by Swift & Co., Chicago, July 13, 1931. Claims use since 1900.

Moth-Ded—This in outline letters describing insecticide. Filed by Midway Chemical Co., Chicago, May 25, 1931. Claims use since December, 1927.

Elham—This in solid letters describing disinfectant. Filed by Elham Products Co., Chicago, July 13, 1931. Claims use since June 11, 1931.

Trade Marks Granted

285,639. Dental Creams. Scientific Laboratories of America, San Francisco. Filed March 12, 1931. Serial No. 312,065. Published.

285,646. Antiseptic Germicide. Lawrence Products Co., Seattle, Wash. Filed March 2, 1931. Serial No. 311,615. Published May 12, 1931. Class 6.

285,650. Dental Cream. Colgate-Palmolive-Peet Co., Chicago. Filed January 26, 1931. Serial No. 310,367. Published May 12, 1931.

285,676. Insecticides, Deodorants, and Disinfectants. Stanco Inc., Wilmington, Del. Filed March 5, 1931. Serial No. 311,796. Published May 5, 1931. Class 6.

285,684. Deodorizing Cakes. Hillyard Chemical Co., St. Joseph, Mo. Filed February 12, 1931. Serial No. 310,998. Published May 5, 1931. Class 6.

285,701. Shampoo. La Vay Products Co., New York. Filed October 8, 1929. Serial No. 290,786. Published April 29, 1930. Class 6.

285,748. Insecticides. Tar Products Corp., Providence, R. I. Filed October 14, 1930. Serial No. 306,751. Published May 5, 1931. Class 6.

285,753. Disinfectant and Insecticides. Gustave Glatzer, New York. Filed July 9, 1930. Serial No. 303,281. Published May 19, 1931.

285,776. Disinfectant. Bond Chemical Co., Middletown, N. Y. Filed April 4, 1931. Serial No. 312,951. Published May 19, 1931. Class 6.

285,882. Polishes and Waxes. Charles F. Kellom & Co. Holmesburg, Philadelphia. Filed March 25, 1931. Serial No. 312,520. Published June 2, 1931. Class 16.

285,885. Liquid Wax. Davies-Young Soap Co., Dayton, Ohio. Filed April 1, 1931. Serial No. 312,796. Published June 2, 1931. Class 16.

285,896. Wax. Davies-Young Soap Co., Dayton, Ohio. Filed March 30, 1931. Serial No. 312,701. Published June 2, 1931. Class 16.

285,897. Polish. Everglass Products Co., Denver. Filed February 13, 1931. Serial No. 311,026. Published May 26, 1931. Class 16.

285,900. Liquid Floor Polish. Milwaukee Lubricants Co., Milwaukee. Filed March 9, 1931. Serial No. 311,923. Published May 26, 1931.

285,913. Preparation for the Destruction of Rats and Mice. R R R Chemical Co., Rader, Tenn. Filed February 27, 1931. Serial No. 311,535. Published May 5, 1931. Class 6.

285,954. Insecticide. Hill's Mfg. Co., Galveston, Tex. Filed July 26, 1929. Serial No. 287,703. Published May 19, 1931. Class 6.

286,016. Cleaning Materials. J. B. Ford Co. Wyandotte, Mich. Filed April 22, 1931. Serial No. 313,655. Published June 2, 1931. Class 4.

286,024. Cleansing Compound, Philadelphia Quartz Co., Philadelphia. Filed March 27, 1931. Serial No. 312,624. Published June 2, 1931. Class 4.

286,026. Shaving Cream. Colgate-Palmolive-Peet Co., Chicago. Filed March 26, 1931. Serial No. 312,547. Published June 2, 1931. Class 4.

286,028. Toilet Soap. Gabilla, Inc., New York. Filed February 25, 1931. Serial No. 311,437. Published May 26, 1931. Class 4.

286,041. Toilet Soap. Gabilla, Inc., New York. Filed February 25, 1931. Serial No. 311,429. Published June 2, 1931. Class 4.

286,044. Cleanser. Salta Products, Worcester, Mass., Filed January 10, 1931. Serial No. 309,809. Published May 26, 1931. Class 4.

286,050. Mineral Soap. Lite Soap Co., Aurora, Ill. Filed May 12, 1930. Serial No. 300,323. Published May 26, 1931. Class 4.

286,059. Washing Preparation. B-Y Company, Providence, R. I. Filed October 9, 1930. Serial No. 306,554. Published June 2, 1931. Class 4.

286,254. Insecticides. Interstate Chemical Mfg. Co., Jersey City, N. J. Filed March 6, 1931. Serial No. 311,838. Published May 26, 1931. Class 6.

286,260. Insecticide. William Cooper & Nephews, Inc., Chicago. Filed January 28, 1931. Serial No. 310,473. Published May 26, 1931. Class 6.

286,268. Bath Salts. Neptune Trading Corp., New York. Filed April 16, 1931. Serial No. 313,445. Published June 2, 1931. Class 6.

286,271. Insecticides. Black Flag Co., Baltimore. Filed April 16, 1931. Serial No. 313,418. Published May 26, 1931. Class 6.

286,276. Mothproofing Compound and Insecticide. Standard Oil Co., Chicago, Ill. Filed April 13, 1931. Serial No. 313,313. Published May 26, 1931. Class 6.

286,313. Insecticide. Belisario Diaz, Los Angeles. Filed April 4, 1931. Serial No. 312,950. Published June 16, 1931. Class 6.

286,315. Bleach and Water Softener. Eusey Co., Los Angeles. Filed April 3, 1931. Serial No. 312,907. Published June 2, 1931. Class 6.

286,389. Soap, Cleaner, and Polish. Puritan Soap Co., Rochester, N. Y. Filed February 14, 1931. Serial No. 311,070. Published June 16, 1931. Class 4.

New Patents

Conducted by

Lancaster, Allwine & Rommel

Registered Attorneys

PATENT AND TRADE-MARK CAUSES

402 Ouray Building, Washington, D. C.

Complete copies of any patents or trade-mark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trade-mark Law will also be freely answered by these attorneys.

No. 1,813,247, Detergent, Patented July 7, 1931, by Menahem Merlub-Sobel of New York. A detergent preparation consisting of a pulverized mixture containing approximately: Soap 10 per cent (anhydrous content), colloidal clay 2½ per cent (anhydrous content), soda ash 45 per cent (anhydrous content), water 42½ per cent.

No. 1,813,454, Saponification, Patented July 7, 1931, by Vaman R. Kokatnur of Brooklyn, New York. The process of saponifying organic esters which comprises treating the organic ester with substantially anhydrous alkali in the presence of an inert organic diluent in which the alcoholic component of the ester is substantially insoluble, and simultaneously removing the alcoholic component in a concentrated form by partial pressure distillation of the diluent and the alcoholic component.

No. 1,813,512, Process of Making Soap, Patented July 7, 1931, by John E. Rutzler, Jr., of Arlington, New Jersey. A process of making soap which comprises treating a soap stock with hydrogen peroxide and a concentrated solution of sodium hydroxide, the quantity of the sodium hydroxide solution being in excess of that required to neutralize the acid of the soap stock.

No. 1,813,701, Detergent, Patented July 7, 1931, by William C. Howe of Chicago, Illinois, assignor to The Alden Speare's Sons Co., Boston, Mass. A non-caking detergent powder readily soluble in water, comprising granulated sodium metasilicate with about one-third its weight of neutral soap and twice its weight of soda ash.

No. 1,814,221, Hosiery Protecting Compound, Patented July 14, 1931 by Roy M. Metcalfe, Olympia, Washington. A hosiery protecting compound comprising substantially sixty per cent paraffin and substantially forty per cent hard soap.

No. 1,815,599, Compound for Cleaning and Polishing Surfaces, Patented July 21, 1931, by Louis L. Tuorto, of Pequanac, New Jersey. The

(*Turn to Page* 109)

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Market Report on

ESSENTIAL OILS AND AROMATICS

(*As of September* 9, 1931)

NEW YORK.—The market for essential oils and aromatics continued very quiet during the period just closed. Sellers reported a fair amount of business in the soap oils, but there was very little activity in the general list. Citronella, Java, continued to be the strongest item in the soap list, holding to the higher levels which have been reached in recent months. Geranium oil was also slightly firmer in the primary markets during the period, but this advance was not reflected in quotations in the local market. Quotations on oil anise were not affected by the report of Chinese floods, which is rather remarkable in that Chinese suppliers are usually quick to take advantage of any excuse to advance quotations. Bergamot was weaker this period as it became apparent that all efforts of the Italian government to control the quality of exported oil have met with failure. The feature of the local essential oil market was the acute weakness which developed in spearmint and peppermint quotations. Buyers were able to beat down producers on their requirements and both oils dropped substantially in price.

Oil Anise

Oil anise was slightly lower in price at the close of this period, being offered as low as 43c. pound. This drop was the more remarkable as it came immediately following reports of disastrous floods in the Yang-Tse valley of China which must have interfered seriously with shipment of anise oil from the interior to Hong Kong. Chinese shippers are usually quick to take advantage of any such difficulty by holding up shipments and advancing prices.

Oil Bergamot

Bergamot oil was lower this month both in the local market and on shipment. Unsettled conditions in other citrous oils were held partially responsible. Another factor was the apparent

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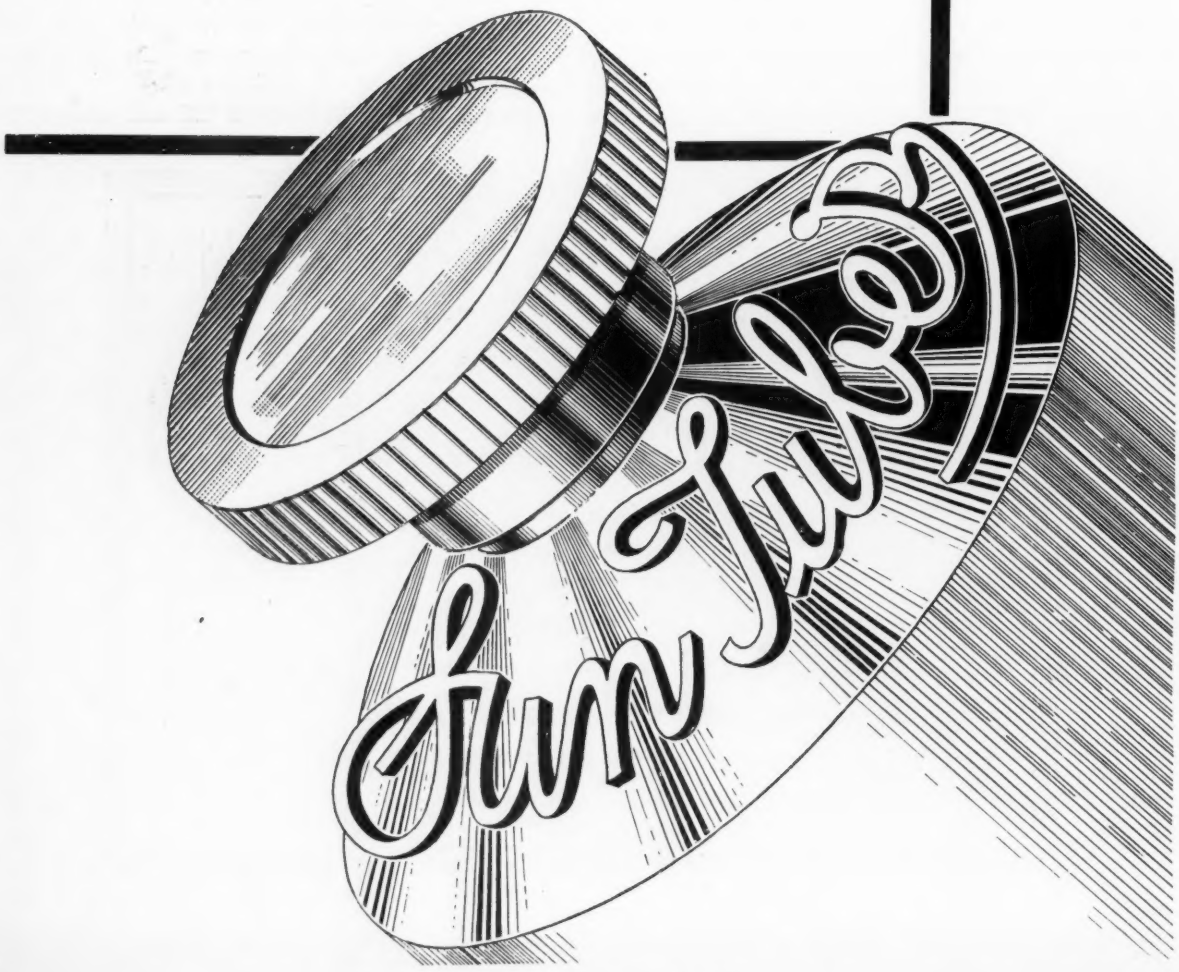

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failure of the Italian government to have any success in controlling the quality of oil shipped in export trade. Closing quotations ranged from $1.85 to $2.00 pound.

OIL CITRONELLA

Java oil continued to hold very firm in the local market this period in spite of the fact that later shipments are scheduled to arrive at somewhat reduced prices. Scarcity of stocks in this market was the chief factor lending strength to the market. Quotations ranged from 56c. to 58c. pound.

OIL GERANIUM

The slight activity reported in the geranium oil market during the period had no effect on local prices. Primary markets reported slightly higher prices early in the period, but by the close this firmness had eased off leaving local quotations unchanged. African oil is offered at $4.00 to $4.50 pound, while Bourbon oil ranges from $3.90 to $4.50.

OILS PEPPERMINT AND SPEARMINT

The most substantial declines of the recent period were recorded in peppermint and spearmint oils which dropped off sharply as a result of competitive bidding on the part of sellers. Producers are apparently in need of cash and show no hesitation about reducing prices when buying interest is apparent.

—o—

Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of Foreign Trade Opportunity in writing.

52,503	Auto polishes	Germany	Agency
52,507	Insecticides	Netherlands	Purchase
52,575	Toilet soaps	France	Agency
52,590	Water softeners	Sweden	Purchase
52,962	Dentifrices and toilet preparations	Italy	Agency or Purchase
53,123	Non-poisonous insecticide for use on cabbage or tomato plants	Australia	Agency or Purchase
53,124	Polishing waxes	Canada	Agency
53,219	Polishes for windows and automobiles	Italy	Purchase
53,255	Moth-proofing products for fabrics	Australia	Purchase
53,306	Shaving creams, sticks and toilet preparations	Czechoslovakia	Agency
53,313	Washing and toilet soaps and washing powders	India	Agency

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NEW YORK CITY

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Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of September* 9, 1931)

NEW YORK.—The market for soap and disinfectant chemicals was seasonally quiet last period with users willing to postpone any expansion of their commitments until after the close of the vacation period. Producers were looking forward for signs of a fall resumption of buying on a good scale but up to date have not received any great encouragement. The month was a quiet one for alkali producers who reported shipments on contract rather light as is usual at this time of the year. The glycerine market was fairly steady, but without any signs of greater strength. The rosin situation continued unchanged. Arrivals are lighter but stocks are not being reduced to any considerable extent since withdrawals have been so light. Quotations are now as low as they have been in the last ten years. No further fluctuations have been noted in the price of trisodium phosphate.

ALKALIS

Seasonal curtailment of activity in a number of consuming industries continued to cut down consumption of alkalis during the period just closed. Producers were hopeful of an expansion in consumption during the closing quarter of the year. Prices were unchanged.

GLYCERINE

The glycerine market was somewhat steadier this period with prices well maintained. There has been no expansion in consumption lately, but producers are looking forward to increased sales with the advent of colder weather and the stimulation of the anti-freeze trade.

NAVAL STORES

No decision has been reached as yet by the Intermediate Credit Bank of Columbia, S. C., as to what agencies it will use in the disposal of its extensive rosin stocks which were acquired re-

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cently from the Rosin Marketing Association. Quotations were slightly lower this month as stocks continued to mount in spite of reduced arrivals. They now stand at the lowest levels which have been reached in recent years. At present prices naval stores producers are losing heavily, and it seems almost certain that a drastic cut in production will be forced next season. The closing schedule of quotations this period follows: Gum Rosin, Grade B, $4.00; H, $4.25; K, $4.30; N, $4.65; WG, $6.25; WW, $6.35. Wood Rosin, $3.70 to $3.90; at works, $2.90.

INSECT POWDER

Quotations on pyrethrum flowers have been advanced in the primary markets, but as yet this movement has had no effect on current quotations in the local market. This is explained in some quarters as due to the effect that there are substantial supplies of old crop material readily available. Holders are willing to dispose of these stocks at concessions. Current quotations range from 19c. to 22c. pound according to quality. The concentrated extract ranges from $1.60 to $1.75 per gallon.

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"Trichlorethylene, Its Properties and Uses," is the title of a booklet just issued by Roessler & Hasslacher Chemical Co., Niagara Falls, N. Y. It is stated that a number of commercial pastes, polishes, cleaning compounds and soaps contain trichlorethylene as the base solvent. Its use is also suggested in fumigating and insecticidal work. Copies of the booklet may be obtained by addressing Roessler & Hasslacher Chemical Co. at the New York office, 350 Fifth avenue.

—o—

Soviet Plans Cleanliness Program

Coincident with the report that the Soviet Council of Peoples' Commissars has ordered plans made for the production of 550,000 tons of soap for Russia's 147,000,000 people in 1932, comes the report from Moscow that Russia is in the midst of its concerted cleanliness campaign. Past attempts at cleanliness have often found the public handicapped by a shortage of soap which is apparently now to be remedied. The organizations engaged in the "clean-up" work are also going to act against insects and have enlisted the aid of the Osoviakim which is the Soviet society for chemical defense. Much of the enthusiasm displayed in this recent move may be traced to a recent address by dictator Stalin who emphasized the importance of cleanliness in a recent address.

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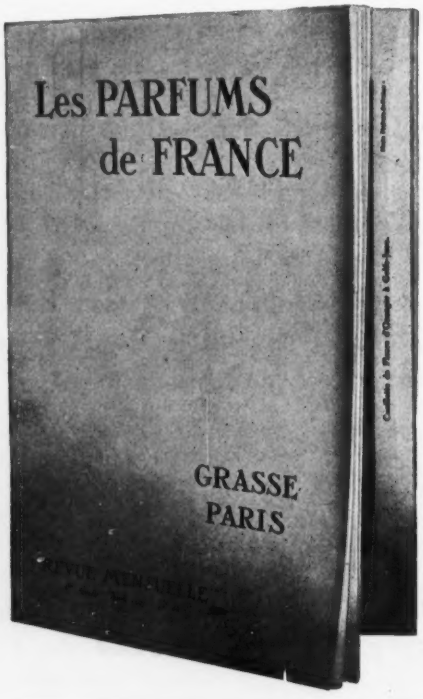

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Market Report on

TALLOW, GREASES AND OILS

(*As of September* 10, 1931)

NEW YORK.—During the period just concluded prices of soapmaking fats and oils plunged downward again, reaching in many cases levels which were even lower than those prevailing before the slight recovery noted two months ago. The principal reason for the drop was a continuation of subnormal consumption of fats and oils in industries other than soapmaking, which made available large excess stocks for soapmaking purposes. Buyers showed little willingness to expand commitments in the face of this renewed weakness, and continued to pursue a hand-to-mouth buying policy. A glance at the price list shows that in all the active items price changes were made, and these were, without exception, changes to lower levels. Coconut oil, cottonseed oil, corn oil and tallow were leaders in the decline.

Coconut Oil

Both copra and coconut oil declined in all markets throughout the recent period, new lows being reached each week. At the close New York tanks of Manila oil had been reduced to 3⅝c lb., inside, while copra was offered on the coast in quantity under 2c lb. In spite of these extremely low prices demand was not great, buyers being interested in covering no more than current requirements.

Corn Oil

Weakness in competing products caused a similar softening of the corn oil market as buyers showed a tendency to hold off in anticipation of further developments. The result was a quiet market in which mill quotations on crude tanks dropped off to 5⅛c lb.

Cottonseed Oil

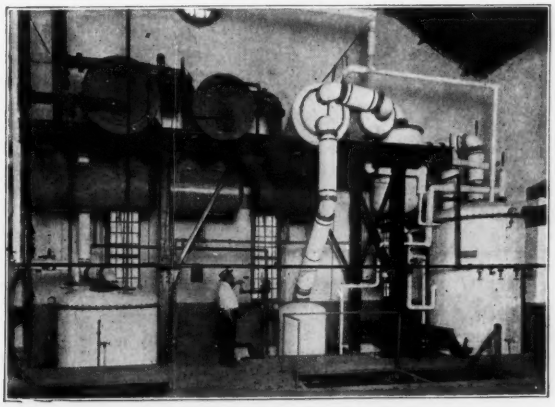
Sharp drops were noted in quotations on crude and P S Y cottonseed oil this period due to a number of causes which included recessions in the securities and cotton markets. Crop news

W&S
WURSTER & SANGER, INC.

GLYCERINE REFINING PLANTS

The most efficient Glycerine Refining Plant operating with the lowest refining loss and the highest yield of finished product.

The outstanding features of the Wurster & Sanger process and equipment are:



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1. Highest yield of distilled glycerine.
2. Highest percentage of finished glycerine obtained on direct distillation, eliminating rehandling and losses.
3. Lowest steam consumption.
4. Extreme simplicity of operation.
5. Compactness of the plant.
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Complete Plants for
Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
Hydrogenation of Oils

WURSTER & SANGER, INC.
5201 Kenwood Avenue
Chicago

KELLOGG'S SILVER SEAL

. . . An Ideal Coconut Oil for the Manufacturer of High Grade Soaps

KELLOGG'S *Silver Seal* Coconut Oil is the standard of quality by which coconut oils are judged. Neutralized acid value and practically neutral in color, it is guaranteed not to contain more than .07 free fatty acids, to run no higher than .5 red and 5.0 yellow.

Manufacturers of high grade soaps of national repute —cold milled, pure white in bars, chips, flakes, etc.— endorse Kellogg's Silver Seal. This coconut oil has proved the value of the application of modern methods, controlled by the most scientific practices.

Prompt delivery of all orders is assured by the maintenance of ample stocks in the key cities listed below. You will find it profitable to insist on the best.

SPENCER KELLOGG AND SONS SALES CORP'N

Administration Offices and Research Laboratories

BUFFALO, N. Y.

CRUSHING PLANTS—Manila, P. I. REFINERIES—Edgewater, N. J.; Kansas City, Kan. NEW YORK OFFICES—Graybar Bldg. WAREHOUSE STOCKS at Baltimore, Boston, Chicago, Cincinnati, Cleveland, Detroit, Kansas City, Milwaukee, New York City, Philadelphia, St. Louis

Tank Wagon Service in Greater New York

Kellogg's Coconut Oils

MANILA (Crude) - CRYSTALITE - SILVER SEAL COCHIN - KOLINE (Edible) - HYDROGENATED

Say you saw it in SOAP!

was bearish and affected prices adversely. The government cotton crop estimate released September 8th, and predicting crop prospects as of September 1st, was 15,685,000 bales, although previous unofficial estimates had put the expected total somewhat lower. During the period crude cottonseed oil dropped to 3⅞c lb., while P S Y dropped to 5c lb.

GREASE

The demand for grease was light, and in consequence quotations suffered, falling off to 2¾c lb. for white grease and 2⅛c lb. for yellow grease.

TALLOW

Drastic declines were noted in tallow quotations during the period just closed, city extra being available as low as 2¾c lb. The superabundance of stocks of soapmaking oils and fats made even this extremely low figure uninteresting to buyers who showed no tendency to anticipate requirements. The market closed in fairly steady position as sellers were not anxious to push matters at such low levels.

—o—

Production of palm oil during 1931 by 19 estates in Batavia, Dutch East Indies, is estimated at 38,902,400 kilos by Trade Commissioner Hendren. Production of palm kernel oil is set at 7,739,450 kilos.

A commission house in India with branches in that country and Ceylon recently lost a long standing account with one of the largest world producers of soaps, cosmetics, and toilet preparations through establishment of a branch sales office. Properly accredited firms interested in negotiating a connection may obtain further details upon application to the Chemical Division of the U. S. Department of Commerce.

—o—

A merchandise store in British Honduras is interested in obtaining representation for an American tooth paste. Interested American firms may obtain further details upon request to the Chemical Division of the U. S. Department of Commerce.

—o—

United States exported 282,498 pounds of household disinfectants, deodorants, germicides and similar preparations during the month of June, 1931, these products having a value of $23,146. This compares with exports of 163,170 pounds, valued at $18,928, in June, 1930.

—o—

Exports of dental creams from United States during June, 1931, were valued at $160,906, United Kingdom leading as consumer with purchases aggregating $21,045.

How to Enlarge Your "Firm Oil Soap" Market

"Service Is the Secret" Says F. G. Chadwick, Sales Director of the Solutionizer Company

EVEN if your soap is the best on the market, the new Plug Type Solutionizer will make it "go farther," "last longer," and in addition, render an invaluable, time-saving service to your customers. The Solutionizer saves soap by: (1) Eliminating wasteful hand-mixing, and (2) By regulating the consistency of soap and water solutions—thereby controlling soap consumption. (The Solutionizer is the only device of its kind that regulates soap mixtures.) By eliminating hand-mixing, the Solutionizer saves time and labor for the consumer; and it keeps his shop neater and more sanitary by doing away with the sloppy methods employed in that process.

The Solutionizer is small and compact (Weight: 3 lbs. 10 oz.). It is rustproof and has no moving parts to wear out. It is made in two units—the bottom unit may be installed in the soap drum before shipping like a bung plug. The price of the Solutionizer is so nominal that manufacturers find it practical to install a bottom unit in every soap drum, and equip each customer with a top unit.

Add this customer service and watch your sales grow! You may have the illustrated booklet containing full information about the new Plug Type Solutionizer by writing to the Solutionizer Co., 1449 West 69th St., Chicago, Ill.

Solutionizers Save Soap « « « Solutionizers Save Soap » » » Solutionizers Save Soap

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PYLA-NAP GREEN S-369

A new color made by

PYLAM RESEARCH LABORATORY

for LIQUID SOAPS AND SHAMPOOS

PACKED IN TIN CONTAINERS

PYLA-NAP GREEN S-369

is fast to tin, alkali and light. It can also be used for

COLD, SEMI-BOILED, SETTLED OR MILLED SOAPS
ECONOMICALLY PRICED

IT WILL PAY YOU TO SEND FOR FREE SAMPLES

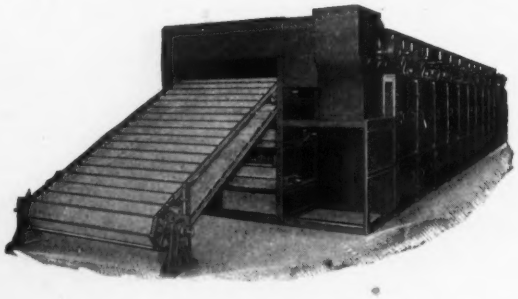
PYLAM PRODUCTS COMPANY

MANUFACTURING CHEMISTS—IMPORTERS—EXPORTERS

53 PARK PLACE **NEW YORK, N. Y.**

The Sargent Three Swing Shelf Conveyor progressive stage

CHIP SOAP DRYING MACHINE



A MACHINE which is a factor of economy and a dependable actor in several soap plants. A machine of slight depreciation and large production. It is liked by attendants as well as by the president of the company. Won't you investigate our offering on your next Chilling Roll and Soap Dryer?

C. G. SARGENT'S SONS CORP.

GRANITEVILLE **MASSACHUSETTS**

Say you saw it in SOAP!

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.10	.11
Acid, Boric, bbls., 99½%	ton	135.00	162.50
Cresylic, 97% dk., drums	gal.	.47	.48
97-99%, pale, drums	gal.	.54	.58
Formic, 90%, tech	lb.	.10½	.12
Oxalic, bbls	lb.	.11	.11¼
Adeps Lanae, hydrous, bbls	lb.	.14	.15
Anhydrous, bbls	lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls	gal.	2.42	2.56
Complete Denat., No. 5, drums., ex.	gal.	.27	.29
Alum. potash lump	lb.	.03	.03¼
Ammonia Water, 26°, drums, wks	lb.	.02¾	.03
Ammonium Carbonate, tech., bbls	lb.	.10½	.11½
Bleaching Powder, drums	100 lb.	2.00	2.60
Borax, pd., cryst., bbls., kegs	ton	66.00	77.50
Carbon Tetrachloride, car lots	lb.	—	.06¼
L. C. L.	lb.	.06½	.07
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	10.00	25.00
Cresol, U. S. P., drums	lb.	.12½	.15
Creosote Oil tanks	gal.	.13	.16
Formaldehyde, bbls.	lb.	.06	.07
Fullers Earth	ton	15.00	24.00
Glycerine, C. P., drums	lb.	.11½	.12
Dynamite, drums	lb.	.09¾	.09⅞
Saponification, tanks	lb.	.06½	.07
Soaps, Lye, tanks	lb.	.05½	.05¾
Hexalin, drums	lb.	—	.60
Kieselguhr, bags	ton	—	35.00
Lanolin, see Adeps Lanae.			
Lime, live, bbls	per bbl.	1.70	2.20
Menthol, cases	lb.	3.50	3.75
Synthetic, tins	lb.	3.00	3.60
Mercury Bichloride, kegs	lb.	1.35	1.50
Naphthalene, ref. flakes, bbls	lb.	.04	.05¼
Nitrobenzene (Myrbane) drums	lb.	.09½	.11
Paradichlorbenzene, bbls., kegs	lb.	.15	.23
Paraformaldehyde, kegs	lb.	.38	.39
Petrolatum, bbls. (as to color)	lb.	.02	.08
Phenol, (Carbolic Acid), drums	lb.	.14¼	.16
Pine Oil, bbls	gal.	.55	.61
Potash, Caustic, drums	lb.	.06⅛	.06⅜
Flake	lb.	.07	.08
Potassium Bichromate, casks	lb.	.08¾	.09½
Pumice Stone, powd	100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lbs	bbl.	4.00	4.25
Grade K to N	bbl.	4.30	4.65
Grade WG and WW	bbl.	6.25	6.35
Wood	bbls.	3.70	3.90
Rotten Stone, pwd. bbls	lb.	.02½	.04½
Silica, Ref., floated	ton	18.00	22.00
Soap, Mottled 40 lb. box	lb.	—	.12
Olive Castile, bars, powder	lb.	.12	.22
Powdered White, U. S. P.	lb.	.14	.16
Green, U. S. P.	lb.	.06½	.07½
Tallow Chips	lb.	.07½	.08
Whale Oil, bbls.	lb.	.04	.04½

Caustic Soda
High Grade—Solid or Liquid Form

Carbon Tetrachloride
Redistilled—water white—supplied also in combination with other solvents to meet individual requirements

Tri-Sodium Phosphate
Fine granular and powdered. Free-flowing and non-caking

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The WARNER CHEMICAL CO.

Chrysler Bldg. New York City

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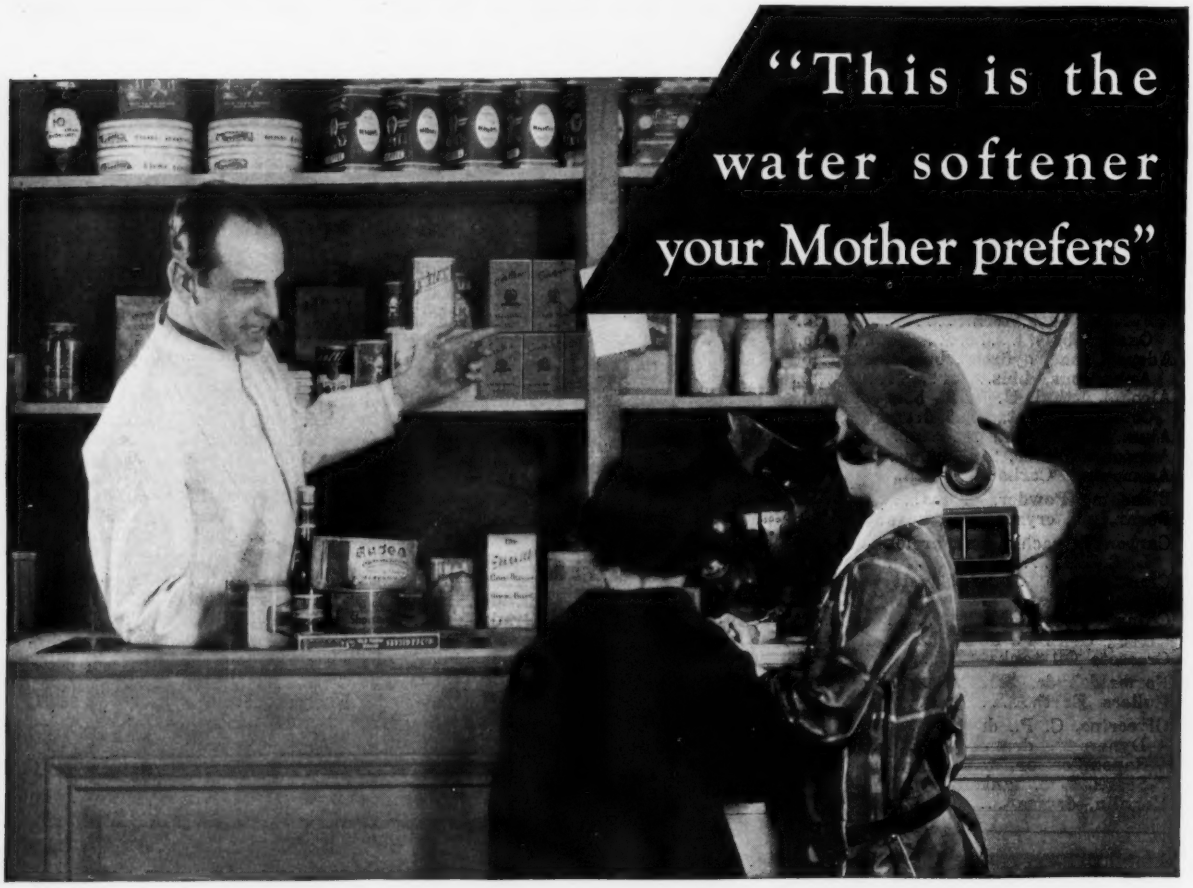

CONSUMERS, even retailers, may not know the "inside" story of their cleaners and water softeners. They probably know nothing about mechanical condition, solubility tests or various ingredients. But, you can't fool them on performance. For quick first sales and frequent re-sales, give them cleaners formulated with Aero Brand T-S-P so that free-flowing and quick solubility will carry through to the moment of consumer use.

The reason Aero Brand T-S-P meets all mechanical requirements is because it is cured and screened with exceptional care. Our improved equipment and enlarged storage gives us facilities for supplying the finest quality in quantities and deliveries as needed. Let us send you samples and quote you on rail, water or truck delivery from Warners, New Jersey, on New York Harbor.

T-S-P

Industrial Chemicals Division

American Cyanamid Company

535 Fifth Avenue New York

Say you saw it in SOAP!

Soda Ash, contract, wks., bags, bbls. 100 lb.	1.12½	1.25
Soda Caustic, Cont., wks., sld...100 lb.	—	2.50
Flake .....lb.	—	2.90
Liquid, tanks .....lb.	—	2.20
Soda Sal., bbls.....100 lb.	1.00	1.15
Sodium Chloride (Salt).....ton	11.40	14.00
Sodium Fluoride, bbls.....lb.	.08¼	.09½
Sodium Hydrosulphite, bbls.....lb.	.22	.23
Sodium Silicate, 40 deg., drum, 100 lb.	.75	.80
Drums, 60 deg. wks.....100 lb.	—	1.65
In tanks, 15c. less per hundred, wks.		
Tar Acid Oils, 15-25%.....gal.	.24	.28
Trisodium phosphate, bbls. .....lb.	.03	.03½
Zinc Oxide, lead free.....lb.	.06½	.07
Zinc Stearate, bbls.....lb.	.22	.24

Oils—Fats—Greases

Castor, No. 1, bbls.....lb.	.11¾	.12
No. 3, bbls.....lb.	.11¼	.11½
Coconut, tanks, N. Y. .....lb.	.03⅝	.03¾
Tanks, Pacific Coast .....lb.	.03¼	.03½
Tanks, Chicago .....lb.	.03⅞	.04⅛
Cod, Newfoundland, bbls. .....gal.	—	.32
Copra, bulk, Coast .....lb.	—	.02
Corn, tanks, mills .....lb.	.05⅛	.05¼
Bbls., N. Y. .....lb.	.07¼	.07½
Cottonseed, crude, tanks, mill ....lb.	.03⅞	.04
PSY .....lb.	—	.05
Degras, Amer., bbls.....lb.	.03¼	.04
English, bbls. .....lb.	.04¼	.04½
German, bbls. .....lb.	.03½	.04
Neutral, bbls. .....lb.	.07	.08½
Greases, choice white, bbls., N. Y...lb.	.02¾	.03⅞
Yellow .....lb.	.02⅛	.02⅜
House .....lb.	.02⅛	.02⅜
Lard, prime, steam, tierces .....lb.	.07	.07¼
Compound tierces .....lb.	.08½	.09
Lard Oil,		
Extra, bbls. .....lb.	—	.08½
Extra, No. 1, bbls. .....lb.	—	.08
No. 2, bbls. .....lb.	—	.07½
Linseed, raw, bbls., spot.....lb.	.0780	.0820
Tanks, raw .....lb.	—	.0720
Boiled, 5 bbls. lots .....lb.	—	.0900
Menhaden, Crude, tanks, Balt.....gal.	.16	.17
Oleo Oil, No. 1, bbls., N. Y.....lb.	—	.06⅝
No. 2, bbls., N. Y.....lb.	—	.06⅛
Olive, denatured, bbls., N. Y. .....gal.	.72	.76
Foots, bbls. N. Y. .....lb.	.04½	.04¾
Palm, Lagos, casks, spot.....lb.	—	.05
Shipments .....lb.	—	.04⅝
Niger casks, spot .....lb.	.04¼	.04⅜
Shipments .....lb.	—	.04⅛
Palm Kernel, casks, denatured.....lb.	—	.04⅜
Tank cars, denatured .....lb.	—	.03¾
Peanut, imported tanks, N. Y.....lb.	—	.05½
Red Oil, distilled, bbls.....lb.	.07⅞	.08⅜
Saponified, bbls. .....lb.	.07⅞	.08⅜
Tanks .....lb.	.07	.07½
Soya Bean, domestic tanks, N. Y...lb.	—	.05½
Manchurian, pressed, N. Y.....lb.	—	.07¼
Stearic Acid		
Double pressed .....lb.	.08½	.09
Triple pressed, bgs.....lb.	.11	.11½
Stearine, oleo, bbls. .....lb.	.08	.08¼
Tallow, special, f. o. b. plant.....lb.	—	.02½
City, ex. loose, f. o. b. plant.....lb.	.02¾	.02⅞
Tallow, oils, acidless, tanks, N. Y....lb.	—	.06⅝
Bbls., c/1, N. Y.....lb.	—	.07¼
Whale, nat. winter, bbls., N. Y....gal.	.66	.68
Blchd., winter, bbls., N. Y.....gal.	.68	.70
Extra blchd., bbls., N. Y.....gal.	.71	.73

for your soap products—

STAUFFER BRAND

Caustic Soda

"STAUFFER BRAND" Caustic Soda can be supplied either solid or liquid, in drums or tank cars. It is uniform, pure and worth while using in your soap products. Send your next Caustic Soda inquiry to us.

also makers of Carbon Tetrachloride *for cleaners*

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Say you saw it in SOAP!

free flowing

Through ceaseless vigilance in manufacture, free moisture and finely powdered material . . . the two enemies of a free-flowing product . . . are reduced to a minimum in Victor Tri-Sodium Phosphate. Result: T. S. P. favored by jobber and consumer alike!

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T S P

WORLD'S LARGEST
MAKERS OF PHOSPHATES

1831 PQ 1931

Looking Forward with

P. Q. SILICATES

N BRAND Silicate has been specified in formulae from generation to generation. Truly it is a soapmaker's standard.

Research is discovering new facts constantly about silicate and its role in modern detergents. Silicate of soda becomes an instrument of detergency, capable of fine adjustments. Occasionally a need arises for a special silicate of somewhat different ratio. Here at Silicate Headquarters we try to satisfy such requests.

You perhaps have a problem right now. Our Technical Department has the benefit of experience in soap manufacture which dates back to 1831. May we help you?

1831—*Beginning Another Century*—1931

PHILADELPHIA
QUARTZ COMPANY

General Offices
121 S. THIRD ST., PHILADELPHIA
Chicago Office: 205 W. Wacker Drive

WORKS:

Anderson, Ind.
Baltimore, Md.
Chester, Pa.
Gardenville, N. Y.
Kansas City, Kans.
Rahway, N. J.
St. Louis, Mo.
Utica, Ill.

Essential Oils

Almond, Bitter, U. S. P. lb.	2.25	2.50
Bitter, F. F. P. A. lb.	2.65	2.80
Sweet, cans lb.	.45	.47
Apricot, Kernel, cans lb.	.26	.28
Anise, cans lb.	—	—
U. S. P., cans lb.	.43	.44
Bay, tins	1.90	2.00
Bergamot, coppers lb.	1.85	2.00
Artificial lb.	1.35	1.50
Birch Tar, rect., bot. lb.	.45	.50
Crude, tins lb.	.13	.14
Bois de Rose, Brazilian lb.	.70	.75
Cayenne lb.	1.20	1.35
Cade, cans lb.	.26	.27
Cajuput, native, tins lb.	.60	.65
Calamus, bot. lb.	2.75	3.00
Camphor, Sassy, drums lb.	.21	.23
White, drums lb.	.16	.18
Cananga, native, tins lb.	1.75	1.90
Rectified, tins lb.	2.20	2.30
Caraway Seed lb.	1.55	1.65
Cassia, Redistilled, U. S. P., cans lb.	1.00	1.10
Cedar Leaf, tins lb.	.90	1.00
Cedar Wood, light, drums lb.	.39	.41
Citronella, Java, drums lb.	.56	.58
Citronella, Ceylon, drums lb.	.37	.40
Cloves, U. S. P., cans lb.	1.40	1.45
Eucalyptus, Austl., U. S. P., cans lb.	.33	.35
Fennel, U. S. P., tins lb.	1.00	1.10
Geranium, African, cans lb.	4.00	4.50
Bourbon, tins lb.	3.90	4.50
Hemlock, tins lb.	.90	.95
Lavender, U. S. P., tins lb.	2.00	3.50
Spike, Spanish, cans lb.	.60	.75
Lemon, Ital., U. S. P.	.90	1.20
Lemongrass, native, cans lb.	.48	.50
Linaloe, Mex., cases lb.	1.80	1.95
Neroli, Artificial lb.	10.00	20.00
Nutmeg, U. S. P., tins lb.	1.20	1.30
Orange, Sweet, W. Ind., tins lb.	1.90	2.10
Italian cop. lb.	2.20	2.40
Distilled lb.	.85	1.00
Origanum, cans, tech. lb.	.25	.40
Patchouli lb.	4.75	5.50
Pennyroyal, dom. lb.	1.55	1.60
Imported lb.	1.10	1.15
Peppermint, nat. cases lb.	1.70	1.75
Redis., U. S. P., cases lb.	1.85	2.00
Petit Grain, S. A., tins lb.	1.20	1.30
Pine Needle, Siberian lb.	.65	.70
Rose, Natural oz.	9.50	14.00
Artificial oz.	2.00	2.75
Rosemary, U. S. P., drums lb.	.40	.45
Tech., lb. tins lb.	.33	.35
Sandalwood, E. Ind., U. S. P. lb.	8.00	8.50
Sassafras, U. S. P. lb.	1.00	1.20
Artificial lb.	.27	.29
Spearmint, U. S. P. lb.	1.55	1.60
Thyme, red, U. S. P. lb.	.50	.65
White, U. S. P. lb.	.85	.90
Vetivert, Bourbon lb.	4.50	5.00
Java lb.	16.00	20.00
Ylang Ylang, Bourbon lb.	5.25	6.50

ESSENTIAL OILS
AROMATIC CHEMICALS

CASSIE S. N.
A powerful and tenacious oil of particular interest to soapmakers: remarkably effective for violet odors and bouquet types.

OAK MOSS RESIN
An outstanding raw material for the perfuming of soaps.

FLOSAL
The original Amyl Cinnamic Aldehyde.

LAVENDER OIL
Extremely low prices, finest qualities.

BENJ. FRENCH, INC.

160 Fifth Avenue **New York**

Agents for
DESCOLLONGES FRERES
Lyon, France

Agents for
PILAR FRERES
Grasse, France

CHICAGO OFFICE
549 W. Randolph Street

Say you saw it in SOAP!

Established 1898

We recommend the following proven specialties for perfuming soaps, shampoos, etc.

	Per lb.
LAVENDER BOUQUET S. F.	$4.00
NARCISSUS S. F.	5.00
NEW MOWN HAY S. F.	3.75
PINE BOUQUET F.	2.00
MOSS ROSE	4.00

These oils will perfume your product attractively and at low cost. Ask for new price list.

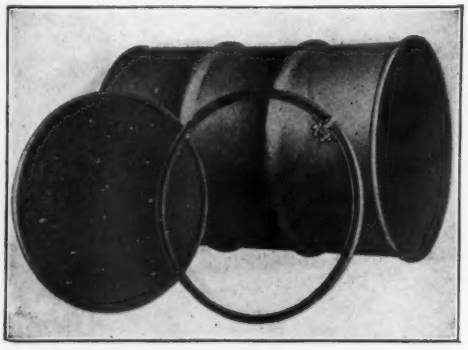
EVERGREEN CHEMICAL CO., INC.

160 FIFTH AVENUE NEW YORK

A new type

REMOVABLE DRUM HEAD

at an extremely low price!



A sturdy low cost one-time open head drum in 15, 30 and 55 gal. sizes of particular interest to shippers of soft soaps, disinfectants, glycerin, insecticides, etc. Send for complete details and prices.

Also manufacturers of heavy I. C. C. returnable open head drums, 30 and 55 gals., lead lined, rubber lined, hot dipped galvanized or tinned drums and 2½, 5, 6 gal. pails. Let us quote you.

REPUBLIC STEEL PACKAGE COMPANY

7933 JONES ROAD CLEVELAND, OHIO

Say you saw it in SOAP!

Aromatic Chemicals

Acetophenone, C. P.	lb.	$3.00	$4.25
Amyl Cinnamic Aldehyde	lb.	3.75	4.25
Anethol	lb.	1.40	1.60
Benzaldehyde, tech.	lb.	.60	.65
U. S. P.	lb.	1.35	1.45
Benzyl, Acetate	lb.	.75	1.10
Alcohol	lb.	1.00	1.40
Citral	lb.	2.75	3.35
Citronellal	lb.	1.50	2.00
Citronellol	lb.	2.60	4.50
Citronellyl Acetate	lb.	5.00	8.00
Coumarin	lb.	3.60	4.00
Diphenyl oxide	lb.	1.15	1.25
Eucalyptol, U. S. P.	lb.	.62	.80
Eugenol, U. S. P.	lb.	3.00	3.75
Geraniol, Domestic	lb.	1.65	2.00
Imported	lb.	2.00	2.35
Geranyl Acetate	lb.	2.50	3.50
Heliotropin, dom.	lb.	1.90	2.00
Imported	lb.	2.25	2.30
Hydroxycitronellal	lb.	4.00	6.00
Indol, C. P.	oz.	2.50	5.00
Ionone	lb.	4.00	6.50
Iso-Eugenol	lb.	4.00	5.50
Linalool	lb.	2.10	3.50
Linalyl Acetate	lb.	3.00	3.75
Menthol	lb.	3.50	4.00
Methyl Acetophenone	lb.	2.10	2.90
Anthranilate	lb.	2.20	2.60
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.40	.45
Musk Ambrette	lb.	6.50	7.25
Ketone	lb.	6.50	7.50
Moskene	lb.	5.40	5.90
Xylene	lb.	2.50	3.00
Phenylacetaldehyde	lb.	$4.00	$7.00
Phenylacetic Acid, 1 lb., bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	4.15	4.50
Rhodinol	lb.	5.50	12.50
Safrol	lb.	.29	.31
Terpineol, C. P., 1,000 lb. drs.	lb.	.30	.33
Cans	lb.	.33	.36
Terpinyl Acetate, 25 lb. cans	lb.	.80	1.15
Thymol, U. S. P.	lb.	1.80	2.00
Vanillin, U. S. P.	lb.	4.50	5.75
Yara Yara	lb.	1.60	2.50
Insect Powder, bbls.	lb.	.19	.22
Concentrated Extract	gal.	1.60	1.75
Gums—			
Arabic, Amb. Sts	lb.	.08½	.09
White, powdered	lb.	.15	.17
Karaya, powdered	lb.	.21	.22
Tragacanth, Aleppo, No. 1	lb.	1.28	1.40
Sorts	lb.	.40	.45
Turkish, No. 1	lb.	.90	.95
Waxes—			
Bayberry, bgs.	lb.	.19	.22
Bees, white	lb.	.36	.40
African, bgs.	lb.	.20	.21
Refined, yel.	lb.	.26	.30
Candelilla, bgs.	lb.	.13	.14½
Carnauba, No. 1	lb.	.35	.36
No. 2, Yel.	lb.	.33	.34
No. 3, Chalky	lb.	.13	.13½
Japan, cases	lb.	.08¼	.08½
Paraffin, ref. 125-130	lb.	.03⅜	.04⅛

Water Soluble Perfumes
for Theatre Sprays

LILAC W. S. CARNATION W. S. FRESIA W. S.
ROSE W. S. JOCKEY CLUB W. S. and others

These oils are clearly soluble in water
You will need only four ounces to one gallon

Also Special Odors for

Cake Soaps --- Liquid Soaps --- Disinfectants --- Para Products

Ask for Samples

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350 WEST 31ST STREET NEW YORK CITY

Chicago Office—16 South Peoria St.

Say you saw it in SOAP!

A Safe Standard to adopt

. . and mere *sufficiency* is not enough! Principles . . processes . . products . . and Silicates . . to *earn* their way to universal favor, and to *standard* practice . . require the edge on competition . . they *must* excel!

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STANDARD GRADE

SILICATE OF SODA

has given that *extra* measure of resultful service, establishing it as the Soapmakers' ideal of composition, clarity and uniformity.

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OF SODA
IS
CLEAR SILICATE

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and

Scrubbing

SOAPS

For General Use

HOTELS
HOUSEHOLDS
RESTAURANTS
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STEAMSHIPS

SOFT POTASH

No. 1-P LIGHT AMBER **No. 2-P** DARK AMBER

40% Anhydrous

CONCENTRATED LIQUID

Pine Scrub

20% Anhydrous

These soaps can be used with perfect safety on any composition, material or surface that will stand clear water.

TWO BEST SELLERS FOR JOBBERS

Prices Are Right—Send for Samples

KRANICH SOAP CO.

54 Richards St. Brooklyn, N. Y.

Over 10 Years Makers to the Trade

Saw you saw it in SOAP!

The Rosin Market

(*From Page* 23)

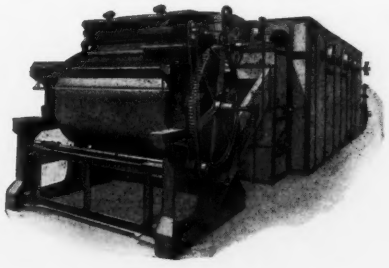
equipment, would automatically force such a cut in a very short time, not to mention the general exodus of workers now taking place.

THE consumers of rosin have an important stake in this painful readjustment of supply to demand. When the reduction in output does take place, as it must, it is to their interest that it should not go so far as to bring about another opposite maladjustment. If the pendulum swings too far, soapmakers may find themselves in 1933 or 1934 paying $14 and $15 a barrel for rosin once more,—probably without a compensating three cent tallow market. What they should like to see would be a steady, dependable supply of rosin at a reasonable price, so that they may plan production ahead with some assurance that raw materials will be obtainable in a normal manner. This succession of overproduction and underproduction, low prices and high prices, years of plenty and years of famine helps neither producer nor consumer.

With the present setup of the gum rosin industry, however, there is no assurance that close adjustment of supply to demand will ever be achieved. As long as producers continue to plan ahead four years, blindly ignoring changes in requirements, just so long will there continue to be a costly lag in the adjustment of supply to demand. Rushing into a hastily formed marketing association in time of stress, counting on government loans to act as a barrier against the fundamental law of supply and demand, will not solve the problems of the gum rosin producers. Not until intelligent planning replaces the haphazard course now followed, will rosin producers have any certainty of finding a market for their output. When they overproduce, the natural workings of fundamental economic laws will cause a slow and costly adjustment. It is very much to the interest of rosin consumers to see that the readjustments are made smoothly so that they themselves will not pay present low prices by equally high prices after production has been forcefully curtailed.

—o—

Imports of soap into Cuba for the first three months of the present year were 9,776 boxes or approximately 800,000 pounds, nearly 50 per cent less than imports for the final quarter of 1930 when they were 18,258 boxes or about 1,600,000 pounds. France supplied about 55 per cent and 47 per cent for the two quarters in question. Imports credited to the United States were 35 per cent and 30 per cent respectively. Havana cleared 83½ per cent of the imports.



THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.
PHILADELPHIA

Say you saw it in SOAP!

Sell and ship in . . . STEEL

1 TO 65 GALLON SIZES

the Shipping and Pouring Pails

If you want to discover the economy and advantage of shipping in steel any product, liquid, dry or solid, allow us to discuss your requirements with you.

As the manufacturer of the most complete line of plain and lithographed steel shipping containers, we are confident of our ability to submit a package adaptable to your product. And our Engineering and Traffic Departments will be glad to help.

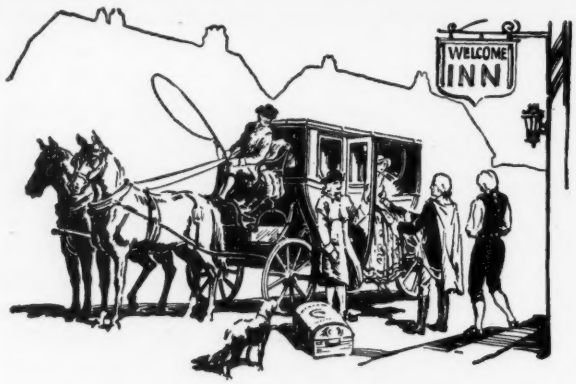
Above is shown one of the most widely used style of pail in the paint, oil and chemical industries and the two different covers with which it may be equipped. Write for our set of catalogues so that you will immediately know what we can offer your product.

WILSON & BENNETT MFG. CO.

General Offices: 6538 S. Menard Ave.
CHICAGO

Eastern Offices: 39 Cortlandt St.
NEW YORK

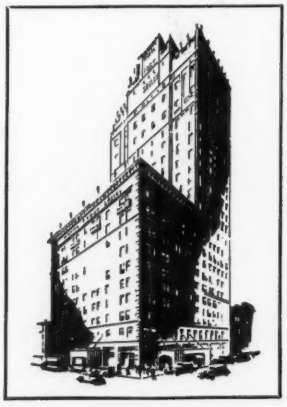
Sales Offices in Chief Cities



"AGLOW *with* FRIENDLINESS"

. . . succinctly expresses the atmosphere Hotel Fort Shelby has created and maintained through its vigorous and untiring devotion to the guests' welfare and comfort. ¶ The major percentage of Hotel Fort Shelby patronage embraces people who stop there every time they visit Detroit. They are genuinely appreciative of Fort Shelby's ability to administer to their needs courteously and efficiently. ¶ Hotel Fort Shelby's location in the heart of Detroit's shopping, theatre, financial, insurance and wholesale districts is a happy one; no other large hotel is so near the principal railway terminals, airports and steamship piers. 900 units . . . all equipped with servidor, private bath and circulating ice water. Rooms as low as $3.00 per day . . . suites $10.00 and upwards.

Motorists are relieved of their automobiles at the door without service charge. Write for free road map, and your copy of "Aglow with Friendliness," our unique and fascinating magazine.



HOTEL Fort Shelby

"AGLOW WITH FRIENDLINESS"
E. J. BRADWELL, *Manager*
DETROIT

Say you saw it in SOAP!

INSECTICIDE AND DISINFECTANT SECTION

A Section of SOAP

Volume VII, No. 9 September, 1931

. . . its convenience looms big . . . to *everyone* who knows *this* cap

Kork-N-Seal's unique advantage is that it is both a perfect original seal and *reseal.* It keeps the contents of bottle or can absolutely airtight—maintains the product's original high quality and freshness until the very last drop has been used.

Yet just a flip of the little lever opens or locks Kork-N-Seal! No tools, no openers are needed.

Consumers like this extra convenience of Kork-N-Seal. And they appreciate its added assurance of *quality.* For only makers of highest quality products use this distinctive cap with the little lever.

Well-supported by both national advertising and result-producing merchandising plans—Kork-N-Seal is a product that can do *your* product good. Let us explain the how and why, and quote examples. Just address Williams Sealing Corporation, Decatur, Illinois, for complete information.

Williams

KORK-N-SEAL

THE CAP WITH THE LITTLE LEVER

SILENT SALESMEN

WHEN BUYERS, cash in hand, are deciding what brands to buy — that's where the sales value of *your* container counts most.

Cans, such as those illustrated here, will help in increasing the sales of your insecticides, deodorants, soaps, chemicals, polishes or allied products.

Their modern designs, executed in attractive colors, pull temptingly at buyers' purse-strings.

With more products than ever attractively and conveniently packaged, your container has a real selling job to do in successfully meeting present day competition. Does it measure up?

In the development of new packages, or in modernizing old ones, Continental has helped many manufacturers in the creation of "Packages That Sell." It will pay you well to discuss your can problems with an experienced Continental representative.

"It's Better Packed in Tin"

CONTINENTAL CAN COMPANY, INC.

NEW YORK, 100 East 42nd Street CHICAGO, 111 West Washington Street
SAN FRANCISCO, 155 Montgomery Street

Say you saw it in SOAP!

ELKO
Paradichlorbenzene Colorodors

For Deodorizing Crystals and Blocks.

Concentrated combined Perfume and Color Bases, especially prepared for perfuming and coloring paradichlorbenzene in one simple mixing operation. Elko Colorodors are absolutely soluble in paradichlorbenzene, thus assuring a finished product possessing uniformity of color and odor. On account of the superior strength of these Colorodors, half the quantity is required to produce desired results.

For Deodorant Crystals: One-fourth ounce of Elko Colorodor is simply mixed or stirred with one pound of paradichlorbenzene. To each pound of perfumed and colored crystals add ⅛ ounce of Light Magnesium Carbonate and thoroughly mix with same. This addition will assist somewhat in preventing caking of the crystals in shaker cans.

For Deodorant Blocks: Melt your paradichlorbenzene and add the Colorodor in proportion of ¼ ounce to the pound of crystals. Same is then ready to pour into moulds.

Should you press your blocks, perfume and color your crystals as suggested above and they are immediately ready to press. In this case do not add the Magnesium Carbonate, which is suggested only for crystals when sold in that form.

Series P. D. 1

$5.00 per pint.	For high quality products.	$36.00 per gallon.
Aroma des Fleurs (Blue)	French Bouquet (Green)	Orange Blossom (Orange)
Chypre (Green)	Jasmin (Yellow Golden)	Pine (Green)
Eau de Cologne (Green)	Lily Valley (Light Green)	Rose (Old Rose)
Fleur de Mai (Yellow)	Narcisse (Yellow)	Violet (Violet)

Series P. D. 2

$2.50 per pint.	For popular priced products.	$18.00 per gallon.
Carnation (Pink)	Lavender (Lavender)	Oriental (Green)
Cedar-Pine (Yellow)	Lilac (Lilac)	Pine (Green)
Eau de Cologne (Green)	Narcisse (Yellow)	Rose (Old Rose)
Jasmin (Yellow Golden)	New Mown Hay (Yellow)	Violet (Violet)
	Orange Blossom (Orange)	

Series P. D. 3

$1.50 per pint.	For chain store products.	$8.00 per gallon.
Carnation (Pink)	Jasmin (Golden)	Orange Blossom (Orange)
Cedar (Yellow)	Lavender (Lavender)	Oriental (Green)
Chypre (Green)	Lilac (Lilac)	Pine (Green)
Citron (Yellow)	Muguet (Green)	Rose (Old Rose)
Cologne (Green)	Narcisse (Yellow)	Violet (Violet)

Samples Cheerfully Furnished

Address All Correspondence to Main Office and Laboratories

E. M. LANING COMPANY
INCORPORATED
IRVINGTON, NEW JERSEY

Phone
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New York Office
130 Pearl Street

Aromatic Chemicals, Essential Oils and Perfuming Specialties of all kinds for Soaps, Disinfectants, Theatre Sprays, Fly Sprays, etc.

NOW Read the **TRUTH**

PYROCIDE NO. 20 is the *only* Standardized Extract of Pyrethrum Flowers

THE history of pyrethrum is like telling a fairy story. Years ago "closed" flowers were regarded as the most effective. When the trade spoke about pyrethrum flowers the words "fair average quality" were used as a reference to the shape of the flowers. The active principle was said to be a "volatile oil." Tests for activity included "ether extract." Physiological tests were conducted on Aphides, which were not a true index of toxicity. (1) Concentrated extracts contained 5 lbs. of flowers per gallon, and were extracted direct with kerosene. All sorts of undemonstrated superiority claims were made. No one could buy pyrethrum intelligently.

Revolutionary Method of Assay Developed

In 1929 all this guess work was changed. A reliable method of assay was published in a chemical journal. (2) This method revealed that pyrethrum flowers varied 300% in active principle content. Dalmatian and Japanese flowers contained the same *sort* of active principle, but not the same *quantity*. Contrary to popular belief, the active principle content was found to increase as flowers mature. (3) Japanese flowers were proved to *average* about twice the activity of Dalmatian. (4) The determination of the total pyrethrin content was proved to be an accurate index of toxicity against insects. (5)

First Standardized Extract of Pyrethrum Manufactured

As a result of these startling facts, it now became possible to manufacture the first truly standardized extract of pyrethrum flowers. This product was made in the same laboratories where the original research work was completed—and the new extract was introduced on the market as—Pyrocide No. 20.

Then the battle royal began. Chemists were hired and told to disprove the published work. Entomologists arrived at discordant results. Publicity was given to abortive efforts showing that the chemical method of assay was not to be trusted. Mud was thrown and confusion purposely created.

Original Research Work Proved Correct

But it was impossible to disprove the facts about Pyrethrum and Pyrocide No. 20. In the light of chemical and entomological research work conducted in all parts of the world, it was soon proved that the original published work was absolutely accurate. Oil companies, fly spray manufacturers, and even the household specialty manufacturers, who had previously refused to deal with insecticides because of the lack of information, began to buy Pyrocide No. 20.

And today, Pyrocide No. 20 is still the only truly standardized concentrated extract of pyrethrum.

Pyrocide No. 20 Approved by Entire Industry

Of course Pyrocide No. 20 met with outstanding acceptance by the trade. Insecticide manufacturers immediately recognized the advantages of this standardized pyrethrum extract. Despite the general depression we were forced to work our plant 7 days a week and much overtime. Still it was impossible to keep up with the demand. *Millions of gallons of finished insecticide were made from Pyrocide No. 20 in 1931.*

Due to laboratories established in Japan we can now buy flowers of a higher pyrethrin content at the same price. So we have stepped up Pyrocide No. 20 to contain 20% more active principle—AT NO ADDITIONAL COST TO YOU. Pyrocide No. 20 is now guaranteed to contain 2.15 grams of pyrethrins per 100 cc. This is equivalent to each gallon containing all of the active principle from 20 pounds of pyrethrum flowers having a pyrethrin content of .90% pyrethrins.

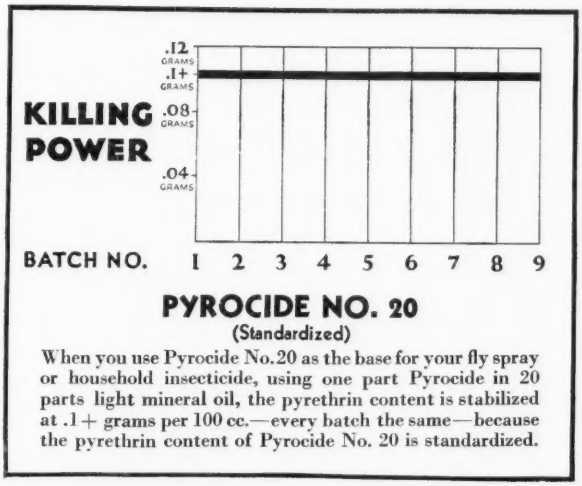
These facts will save you money

READ the facts about Pyrethrum on this and the following page, and they will show you how you can save money on your 1932 Pyrethrum contracts.

Remember, Pyrocide No. 20 is the only absolutely standardized extract of pyrethrum flowers. Because of this standardization, it cuts down your manufacturing cost and because of its high concentration it cuts down your carrying charges.

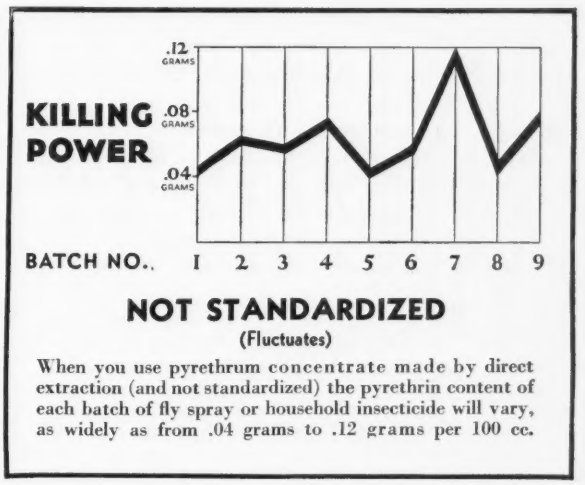
ABOUT PYRETHRUM

Comparison between killing power of *standardized* PYROCIDE No. 20 and unstandardized Pyrethrum extracts



PYROCIDE NO. 20
(Standardized)

When you use Pyrocide No. 20 as the base for your fly spray or household insecticide, using one part Pyrocide in 20 parts light mineral oil, the pyrethrin content is stabilized at .1+ grams per 100 cc.—every batch the same—because the pyrethrin content of Pyrocide No. 20 is standardized.



NOT STANDARDIZED
(Fluctuates)

When you use pyrethrum concentrate made by direct extraction (and not standardized) the pyrethrin content of each batch of fly spray or household insecticide will vary, as widely as from .04 grams to .12 grams per 100 cc.

Production Doubled for 1932

For the next year, we have now doubled our available production. We have bought pyrethrum flowers of high pyrethrin content at low cost, and are prepared to name you low prices for requirements.

Watch These Points When Buying Pyrethrum

Don't be fooled by recent imitators of Pyrocide No. 20. First, insist on standardization, and full knowledge of the product. The number of pounds of flowers per gallon means nothing. *Watch the color.* Pyrocide No. 20 when diluted makes a yellow insecticide, [6] which is characteristic of direct extraction of the flowers. Beware of highly concentrated extracts which make green oil solutions. They may be made improperly from flowers, or even from stems. [7] Green is more likely to stain, and besides is unfamiliar to consumers.

You can *stabilize* the killing strength of your finished product and you'll lower the cost of your fly spray by using Pyrocide No. 20. It is shipped in steel drums of 5, 10, 15, 30 and 53 gallons. Warehouse stocks are carried at New York, Los Angeles, Minneapolis and many foreign points. We can also supply you with pyrethrum flowers with known pyrethrin content in whole, ground, or powdered form.

References

1. Soap, January 1931
2. Journal American Chem. Soc., 51, 3054 (1929)
3. Journal of Amer. Chem. Soc., 52, 680 (1930)
4. Journal of Amer. Chem. Soc., 52, 684 (1930)
5. Journal of Amer. Chem. Soc., 52, 3300 (1930)
6. Patent Applied for
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Write Today*, McLAUGHLIN GORMLEY KING CO., *1715 Fifth St. SE., Minneapolis

PYRETHRUM SPECIALISTS SINCE 1901

PYROCIDE No. 20

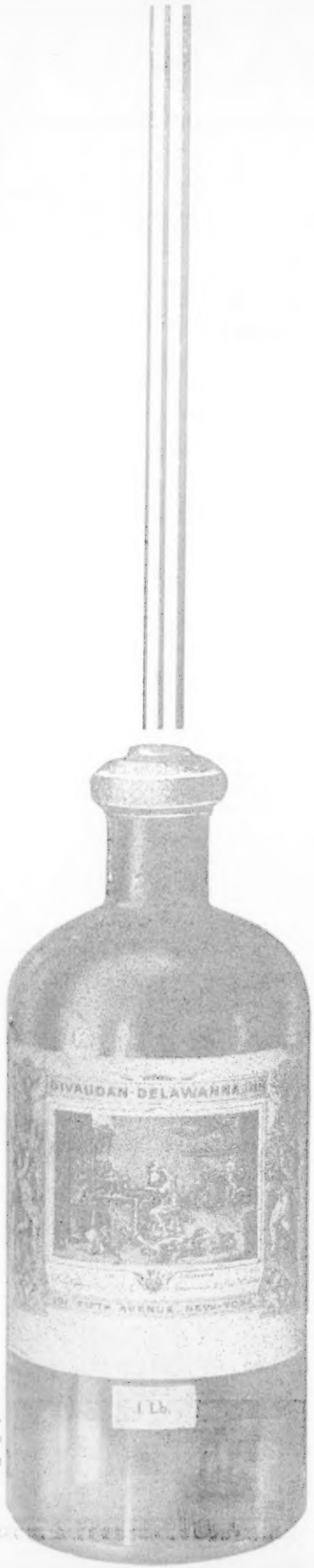
STANDARDIZED EXTRACT OF PYRETHRUM FLOWERS

Say you saw it in SOAP!

PERFUME OILS

for—

PARADICHLORBENZENE
THEATRE SPRAYS
JANITOR SUPPLIES
BATH SALTS
FLY SPRAYS
NAPHTHALENE
INSECTICIDES



We can make you any odor type to meet your costs, or you can select an odor from those which we have already developed. Our *PARATINTS* which perfume and color in one operation are particularly popular.

Tell us your needs

GIVAUDAN-DELAWANNA, Inc.
80 FIFTH AVE. NEW YORK, N. Y.

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Baird's

Certified Coal-Tar Disinfectants

are known and used throughout the world because of their quality, dependability and efficiency. They are supplied only in concentrated form, dilute readily with water to form rich, milky emulsions, which do not separate on standing, and have a good clean odor of tar. Each batch is tested for germicidal strength.

Cresol Comp. U. S. P.

also known as Liquor Cresolis Compositus, U. S. P., is made in exact accordance with the specifications of the U. S. Pharmacopoeia. Phenol coefficient 2½ to 3. Dilutes with water to form clear, amber-colored solutions. Largely used by the medical profession, hospitals and veterinarians.

Crestall Compound

is similar in composition, appearance and odor to Cresol Compound, U. S. P., but prepared from refined cresylic acid as a base. Approximately twice as strong as the U. S. P. product, and very effective in preventing the spread of animal diseases.

Mosquito Larvaecide

A coal-tar product employed for killing mosquito larvae. Effective in dilutions of 20,000 to 40,000 to one. Superior to petroleum oil, as it is not affected by rainfall or wind and does not involve fire hazard.

Pes-Tox Insecticide

of the pyrethrum type, pleasantly scented. Quickly kills practically every type of crawling, flying and hopping insect. Light lemon color. Especially effective when used in the form of a spray.

Pine Oil Disinfectant

A fragrant pine product, made from pure steam-distilled pine oil according to the formula of the Hygienic Laboratory of the U. S. Public Health Service. Mixes freely with water to form good milk emulsions, with pleasant pine odor. Free from mineral oil or other adulteration.

BAIRD & McGUIRE, INC.

Holbrook, Mass. **St. Louis, Mo.**

New York City and New Jersey Representatives:

Eastern States Supply Company, 136 Liberty St., New York City

Telephone WOrth 2—3143.

Say you saw it in SOAP!

Protection for You As a Manufacturer

A STATEMENT OF POLICY

In all lines of business legitimate manufacturers must contend with a certain amount of irresponsible competition.

Insecticide manufacturers have their share of this disturbing element. At this time, when it is perhaps greater than usual, we feel that you will be interested in our policy of protecting the manufacturer whenever humanly possible.

It has been the policy of our company to carefully scrutinize the background of firms interested in our products. The result is that POWCO BRAND Pyrethrum products are never sold to the promiscuous distributors of insecticides because we realize the damage that they do to the insecticide industry as a whole.

Those who are acquainted with our methods know that this has always been the case. The situation has become of such importance that we are more alert than ever to see to it that our products go only into the right channels and to firms of responsibility.

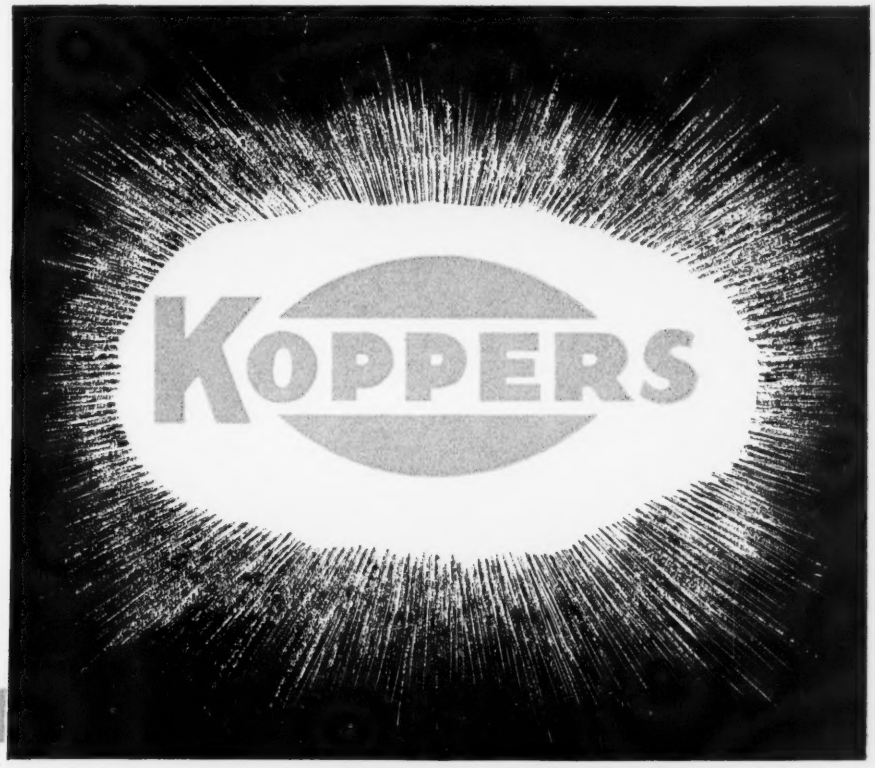
We do not compete with our customers, nor do we create unnecessary competition for them by an indiscriminate distribution of our products.

JOHN POWELL & CO., INC.

Specialists in Pyrethrum Products

114 E. 32nd St. **New York, N. Y.**

Say you saw it in SOAP!



INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

DISINFECTANTS

COAL TAR DISINFECTANT
(Coefficients 2-20)

TAR ACID OILS

CRESOL COMPOUNDS
(Liquor Cresolis Compositus U.S.P. Cresol Compound Technical)

ANIMAL DIPS

CATTLE SPRAYS

CRESOL U. S. P.

CRESYLIC ACID

LIGHT OIL DISTILLATES
(Benzol, Toluol, Xylol, Solvent Naphtha)

WOOD PRESERVATIVES

AGRICULTURAL CHEMICALS
(Ammonium Sulphate Flotation Sulphurs)

NAPHTHALENE
(Crude and Refined... All Kinds ... Moth Balls ... Flakes)

These products can be bought by the can or carload... put up as your own brand... or shipped in bulk.

Coal Tar Disinfectants

Uniform, Reliable, Standardized

Here are five interesting facts for buyers who seek reliable disinfectants, technically compounded:

1. We produce our own raw materials, eliminating serious market fluctuations.
2. Our modern plants and laboratory facilities enable us to meet the most exacting specifications.
3. All our tar acids and disinfectant oils are mechanically chilled, eliminating naphthalene and other sediments.
4. Our Cresylic Acids are free from gassy odors and prepared for technical cresol compounds.
5. Our Standard Cresol U.S.P. is better quality than the U.S. Pharmacopoeia demands.

No order is too small or too large to be assured of our prompt and careful attention.

KOPPERS PRODUCTS COMPANY
CHICAGO PITTSBURGH PROVIDENCE

THE WHITE TAR COMPANY
KEARNY NEW JERSEY

Subsidiaries of The Koppers Company

Say you saw it in SOAP!

JOIN THE PROCESSION

"OUR most popular and biggest selling disinfectant." This statement was taken from the catalog of a disinfectant manufacturer, and refers to his disinfectant containing pine oil.

Another disinfectant manufacturer states: "The use of Pine Oil Disinfectant is increasing rapidly everywhere. Pine Oil Disinfectant finds a ready market with buyers of sanitary products, and can be sold at a price that will leave a fine margin of profit."

If you have not joined the procession, now is the time to get in. Build up your business and profits by using Hercules Yarmor Steam-distilled Pine Oil.

Write to us for further information and prices

NAVAL STORES DEPARTMENT

HERCULES POWDER COMPANY
INCORPORATED

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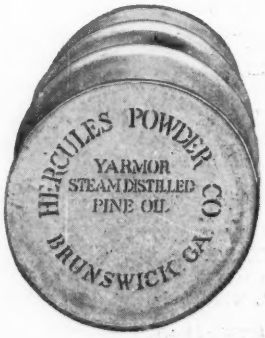
Wood Rosin
Steam-distilled Pine Oil
Commercial Abietic Acid
Steam-distilled Wood Turpentine



Largest producer of pine oil, wood rosin, and steam-distilled wood turpentine

QQ-8

Naphthalene Perfumes

Colorome Naphth Series "250"

—YOSOY—

Green

THROUGH a series of tests conducted in our laboratories we have developed three new sets of COLOROMES which are specially designed for perfuming and coloring NAPHTHALENE in one single operation. Coloromes can also be had without color.

Ask for complete list.

FELTON CHEMICAL CO.

599 Johnson Ave. **Brooklyn, N. Y.**

Say you saw it in SOAP!

van Ameringen-

Water Soluble Perfume Oils

We have an improved line of water soluble perfumes designed to meet the demand for non-alcoholic theatre sprays, household sprays and other preparations not containing sufficient solvent to permit the use of ordinary oils.

These water soluble oils eliminate the difficulties found with most similar preparations. They contain no alcohol or other solvent to affect varnished surfaces, nor do they have the excessive soapiness characteristic of so many water soluble perfumes, which causes the finished spray to leave a thin soapy deposit on everything when it is used.

The odors are exceptionally strong and pleasing. We suggest the use of 8 ounces to the gallon for theatre sprays. For other purposes the proportion may be varied to suit the requirements. In many cases as much as one pound to the gallon may be used without much cloudiness, if desired.

A few of the odors available are listed below:

	Pound		Pound		Pound
W.S. Chypre	$1.00	W.S. Cashmere	$1.50	W.S. Bouquet C. No. 5	$1.50
W.S. Rose No. 1	2.25	W.S. Orange	2.00	W.S. Bouquet Q. F.	1.50
W.S. Lilac No. 1	1.50	W.S. Lavender	1.25	W.S. Bouquet d'Amour	2.25
W.S. Perrol	2.50	W.S. Jasmin	1.50	W.S. Bouquet Christmas	1.75
W.S. Bouquet de Fleurs	1.25	W.S. Lily	1.50	W.S. Bouquet Sharima	2.00
W.S. Mint	1.00	W.S Gardenia	2.25	W.S. Bouquet Oregon	2.00

van Ameringen-Haebler, Inc.

Aromatic Essentials

315 Fourth Avenue, New York
180 No. Wacker Drive, Chicago
619 Clark Avenue, St. Louis
42 Wellington Street, E., Toronto

Factory, Elizabeth, N. J.

Haebler, Inc.

20 fine new odors for Para blocks

$1.50 per lb. and up

Colors right in the oil if you want them.

Rose Lilac Violet Orange Blossom Bouquet Oriental Cedar
Pine Jasmin Carnation Lavender Mint New Mown Hay

Send for samples. See for yourself how our oils improve your products.

For the new season—try our FLY SPRAY oils. Made especially for spray use. Jasmin, New Mown Hay, Orange Blossom and Bouquet 118 are popular. Many others. Send for Samples.

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Aromatic Essentials

315 Fourth Avenue, New York
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Factory, Elizabeth, N. J.

Say you saw it in SOAP!

Baird's Certified Disinfectants

of coal-tar are so named because every lot is tested and certified to by independent analysts, thus insuring to the buyer a guarantee of quality and strength. A copy of the bacteriological certificate will be furnished whenever requested.

The name BAIRD'S on a container of disinfectant means not only that it is a certified product, but one which represents over a quarter of a century of manufacturing experience and technical skill . . . insuring uniformity of composition . . . unformity of quality . . . uniformity of result. BAIRD'S Certified Disinfectants dilute readily with water to form rich, milky emulsions.

Whether your disinfectant requirements are large or small, or whether the coefficient is two or twenty or any intermediate strength, let us figure with you. Samples will be submitted for your inspection, and we will be glad to give you the benefit of our many years of experience as specialists in this line.

Cresylic Acid **Animal Dips** **Household Insecticides**

Made Right—Priced Right

BAIRD & McGUIRE, INC.

Manufacturers of

Baird's

Certified Disinfectants and Quality Sanitary Products

HOLBROOK, MASS. **ST. LOUIS, MO.**

New York Representatives
THE EASTERN STATES SUPPLY COMPANY
136 Liberty Street Phone: WOrth 2—3143

Warehouse stocks at convenient points throughout the country.

Say you saw it in SOAP!

INSECTICIDE AND DISINFECTANT SECTION

A Department of SOAP

SOAP is official publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary.

Poor Advertising

OF all the insecticide advertising which we have observed this year, that is the advertising of packaged sprays and powders for retail sale, very little of it has left a favorable impression. We are frank to state that taken all in all, most of the advertisements have been so much drool with little hope, in our opinion, of accomplishing anything along the line of building greater consumer demand. Without being hypercritical, we do not see how most of the copy can do anything else but broadcast the names of the products. Copy seems to ignore most of the chief reasons for using an insecticide. Few are the advertisements which illustrate the correct method of application. Most all show the "shooting down" of the insect as with a gun, which is absolutely wrong. It has been said that one mosquito bite is a stronger sales argument for an insecticide than all the advertising copy in the world. We do not agree except where that copy is weak and lacking in fundamentals of good insecticide advertising.

What can be done about it? What note can be sounded in all insecticide advertising copy next year which will be a constructive influence in helping to build the sales of all insecticides? Let these questions be thrashed out by the manufacturers themselves. We suggest a conference on insecticide advertising as a feature of the next Insecticide & Disinfectant Manufacturers Association convention to be held in New York in December. It is quite obvious that some kind of thought on the subject is sadly needed.

—o—

The disinfectant manufacturers refuse to get excited over the recent ultimatum of the Federal Trade Commission in the matter of premiums and gratuities. For those who do not give premiums, there is, of course, nothing to get excited about. For those who run a premium list, we fear there may be trouble brewing. As has always been the case in matters of this kind, until the hand of the law knocks imperatively on the front door of some manufacturer, the attitude of the industry as a whole will be apathetic.

—o—

A Plea for Common Sense

IN the midst of a first-class price war in bulk disinfectants and insecticides which has brought quotations for some standard stock products below a point dictated by good common sense, we hear rumblings that certain manufacturers and distributors of packaged insecticides and fly sprays for retail sale are contemplating downward revisions of prices on their goods for the 1932 season. Is not the general situation in these trades bad enough now? Is there any reason for anybody to take the initiative and voluntarily cut the prices for 1932 before being forced to do so by competitive conditions? The first voluntary cut by a manufacturer of any prominence is going to bring prices generally crashing

(*Turn to Page* 115)

The Insecticide *and* Disinfectant Manufacturers Association

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President.....Dr. Robert C. White
Robert C. White Co., Philadelphia

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C. P. McCormick.....McCormick & Co., Baltimore
Dr. C. H. Peet.....Rohm & Haas Co., Philadelphia
W. J. Zick.....Stanco, Inc., New York

Membership

Active—Open to manufacturers and wholesale distributors of disinfectants, germicides, deodorants, insecticides, liquid soaps, polishes, and allied products. Dues—$75.00 per year.

Associate—Open to firms supplying raw materials, containers, equipment, etc., to the membership. Dues—$50.00 per year.

For further details, communicate with

INSECTICIDE & DISINFECTANT MANUFACTURERS ASSOCIATION
Harry W. Cole, Secretary
HOLBROOK MASS.

Notes of the Trade

O'Cedar Corp., Chicago, represented by J. A. Connor, and the Mathieson Alkali Works, New York, represented by John A. Kienle, have been elected to membership in the Insecticide & Disinfectant Manufacturers Association.

—o—

G. H. Beutal, head of Senoret Chemical Co., St. Louis, insecticide manufacturers, has been re-elected president of Associated Drug and Chemical Industries of the state of Missouri.

—o—

Tanglefoot Co., Grand Rapids, Mich., seeking an increase in the import duty on ribbon fly catchers, has filed with the United States Tariff Commission an application for an investigation of the cost of manufacture of these articles.

—o—

The Kretol Co., Washington, D. C., has announced the following election of officers by the Board of Directors effective August 15, 1931: Rufus R. Wilson, president; Louis J. Bennett, vice-president and treasurer; William M. Johnson, secretary. The main offices of the company are located at 220 B Street, Southeast, Washington, D. C.

—o—

George P. Huisking, formerly connected with the Matawan Coal Tar Corp., Matawan, N. J., as sales manager, and prior to that for twenty years associated with Charles L. Huisking & Co., New York, resumed his previous connection with the Huisking company August 15th. He is a brother of Charles L. Huisking, president of the company, and of Joseph Huisking, vice-president, and for fifteen years in charge of the essential oil division of the company.

—o—

Allied Tar & Chemical Corp. is defendant in a suit filed August 24th by Strauss National Bank & Trust Co., New York. The latter concern seeks to satisfy a mortgage of $359,000 on four properties of the company in Elizabeth, N. J., asserting that Allied Tar failed to meet the first semi-annual interest payment on a bond executed by it November 1, 1930.

—o—

Tydee Co. has been incorporated in Middleboro, Mass., as a concern for the manufacture of sanitary and toilet preparations. Frederick Lobl, Middleboro, is named as president and treasurer of the new company.

Plant of Hercules Powder Company at Brunwick, Ga.

Some Uses of STEAM DISTILLED PINE OIL

BY F. U. RAPP

Naval Stores Dept., Hercules Powder Co.

THE steam and solvent naval stores industry is one that developed as a result of the policy to utilize all natural resources in the United States. Wood naval stores products are obtained by converting resinous wood into useful products. The two principal methods of manufacturing pine oil are (1) the steam and solvent process and (2) the destructive distillation process. Both methods yield products comparable only in name, but different in chemical and physical properties.

Approximately 2,880,000 gallons of pure steam-distilled pine oil are produced annually by the steam and solvent method. The following industries are the principal users of this product: 1. Disinfectant; 2. Liquid Soap; 3. Scrub Soap; 4. Metal Polish; 5. Furniture Polish; 6. Cattle Spray; 7. Insecticide; 8. Kier Compound (textile); 9. Silk Degumming (textile); 10. Dye Assistant (textile); 11. Flotation.

Subsequent discussions are centered around pure steam-distilled pine oil which has approximately the following constituent content: *a*-pinene, *b*-pinene (nopinene), camphene, *d*-limonene, *e*-limonene, dipentene, *r*-terpinene, cineol, *dl*-fenchyl alcohol, iso-fenchyl alcohol, camphor, borneol, methyl chavicol, *a*-terpineol, anethol, and traces of other terpenes and terpene derivatives. The problem of suitably utilizing pine oil by each aforementioned industry is solved by leading producers. Research work has proved that some fractions in pine oil are more desirable for one industry than for another. This places pine oil in a specialty class, and its success is wholly dependent upon the facilities and knowledge of the producer to market a product that will best serve the needs of the various industries.

Pine Oil Disinfectants

THERE are three well-known classes of disinfectants, namely: pine oil disinfectants, coal tar disinfectants and chlorine disinfectants. Pine oil and coal tar disinfectants are competitive products, whereas, chlorine disinfectants have their specific uses and do not compete to a major degree with the aforementioned disinfectants.

The standard formula for manufacturing pine oil disinfectants is commonly known as the Hygienic Laboratory Formula. It is composed of 62½% pine oil and 37½% rosin soap and water. According to several leading bacteriologists, this type of disinfectant will kill seventeen of the well-known disease-producing bacteria, when tested by methods used by the United States Bureau of Chemistry. These organisms represent all of the well-known groups of pathogens, namely (1) gram-negative, non-sporing bacilli (2) granular gram-positive, non-sporing bacilli (3) acid fast bacilli (4) encapsulated gram-positive cocci (5) gram-positive chain-forming cocci, the septicemic group.

Hygienic Laboratory pine disinfectant is non-toxic and non-caustic. It has been tested by the

standard testing method of injecting a 5% solution subcutaneously and intraperitoneally into guinea pigs without any ill effects whatsoever. Emulsified pine oil disinfectant also offers the advantage of being non-irritating and non-corrosive. It does not injure body tissues, cloth, or metal, is not appreciably affected by organic matter, and has a sweet piney odor resembling the scent of the pine forest.

Disinfectants of this type may be used safely in a dilution of 1-40 with water. Although some bacteria will be killed in a 1-500 dilution, it is safer to use a 1-40 dilution to insure the absolute killing of the most resistant strains.

The uses of pine oil disinfectants are many, but for general purposes the following is descriptive: 1. In the bathroom—used in diluted form to clean and disinfect the bathtub, basin, toilet and tile floor. 2. As an aid in ordinary disinfection against *B. Typhosus*. 3. In garbage receptacles—used in diluted form to check the putrefactive action as well as to prevent the growth of larvæ. 4. In kennels and hen houses—used in diluted form to destroy the larvæ and eggs of lice, and kill the mature pest. 5. In general, it is used to disinfect kennels, stables, factories, lavatories, hotels, public buildings, theatres, schools and restaurants.

Pine Oil Liquid Soaps

LIQUID soaps are generally water solutions containing small percentages of coconut oil-potash soap or combinations of this and other vegetable oils. The manufacturers of liquid soaps have found that the addition of steam-distilled pine oil increases materially the detergent action of the soap. A comparison of its odoriferous properties with higher-priced essential oils places it in an excellent position as an efficient and economical replacement product. A pine oil liquid soap possesses superior detergent action, additional germicidal action and a fragrant pine odor.

Pine Oil Scrubbing Soaps

THE scrubbing soap industry is continually exploiting auxiliary compounds suitable for use in scrubbing compounds to increase the detergent value of soap. Unfortunately, many claims are set forth, and as a result the consumer invariably condemns the product because of its failure in difficult cases. Alkali has been depended upon to cope with this problem, but it is not practical because of its injurious effect on surface materials, such as linoleum.

The use of steam-distilled pine oil in compounded form insures a scrubbing soap that will purge away the dirt so that subsequent rinsing will leave a clean, bright surface. The addition of steam-distilled pine oil in scrubbing soaps also acts as a preservative for the soap by preventing rancidity. The characteristic pleasing pine odor of the finished product is an additional asset.

Pine Oil Metal Polishes

METAL polishes on the market are either liquid, semi-paste, or a powder. Chemically, they are fundamentally alike. A slight variation of any one of the components (abrasive, soap, pine oil) produces a product of a slightly different nature. The abrasive material should be selected carefully so that it will possess the desired hardness and fineness without scratching when applied. For highly polished surfaces, the abrasive should be either rouge (iron oxide) or precipitated chalk (calcium carbonate). For dull surfaces, the abrasive should consist of siliceous matter.

The selection of the type of soap is a matter to be decided upon by the manufacturer. Analogous results are obtained whether stearic acid, stearin, tallow, or oleic acid is employed. The pine oil is selected from the steam-distilled class and is blended with the soap prior to the addition of the abrasive.

Pine oil has the function of loosening and softening non-oxidizable and oxidizable matter without any injurious effect on the metal. In addition, pine oil imparts a desired body to the polish and helps to hold the abrasive more firmly in suspension. A metal polish of this constituency is non-inflammable, does not possess any ingredients that injure the surface of the metal, and does not possess a disagreeable odor, but rather the pleasant pine fragrance.

Pine Oil Furniture Polishes

FURNITURE and automobile polishes are products of related industries. These polishes may be used interchangeably, for similar composition finishes are encountered in both lines of application. These finishes are either of enamel, varnish, lacquer, or baked enamel composition. Consumers should be quite familiar with the physical conditions of the finishes, such as hardness, fastness of color, and resistivity to solvents and abrasives.

A good type of furniture or automobile polish is composed of an emulsifier (sodium oleate), carnauba wax (lustering agent), and pine oil (dirt and grime remover). The soap-pine oil combination insures the removal of dirt and grime from the surface, whereas the carnauba wax imparts the desired lustre to the thoroughly cleansed surface. Polishes of this nature do not contain inflammable or poisonous ingredients. They are permanently stable emulsions, and therefore, need

not bear the wording on labels "Shake Well Before Using."

Pine Oil Cattle Sprays

THE axiom "contented cows produce more milk" has been the basis for considerable research work to find a suitable product that will relieve herds of disturbances caused by flies. Various formulas have been marketed, differing in ingredient content but producing comparable results. Generally speaking, a cattle spray is composed of heavy-bodied paraffin oil, kerosene extract of pyrethrum, long-time burning oil and steam-distilled pine oil.

The heavy-bodied paraffin oil imparts the desired fixative properties to the spray, that is, it acts as a retaining agent for the repellent. The kerosene extract of pyrethrum insures a definite killing action. The long-time burning oil is sometimes considered as a filler, but in actuality has a decided exterminating effect on crawling insects and mites. The steam-distilled pine oil has been incorporated to cover up the odor of the petroleum oils and produce a product with a pine odor. However, this is not the only feature of the pine oil, for it actually increases the killing action of the spray and when incorporated in sizable quantity acts distinctly as a repellent.

A cattle spray of this type does not blister, does not remove the natural oils from the hide of the cattle and is relatively effective over a span of four to six hours. Sprays of this nature should be applied one-half hour before milking time or prior to grazing. The biggest feature of this spray is that it will not taint the milk if applied according to directions.

Pine Oil Insecticides

TESTS conducted by one of the agricultural experiment stations indicates that pine oil emulsions in the proper concentration are effective in killing citrus aphis, white fly and purple scale, and further, the emulsions cause practically no damage to the most tender foliage when properly prepared and used.

Pine Oil Kier Compounds

IT is possible to boil off cotton in the kier with alkali alone, but the time required for the operation and the tendency to weaken the cotton on prolonged boiling with alkali has led to the use of kier assistants containing a high percentage of steam-distilled pine oil.

Four distinct advantages are observed when using this type of kier assistant: 1. Wetting-out: The cotton is penetrated thoroughly and quickly, so that the caustic liquor will come in contact with the entire surface of the cloth in the kier. This will eliminate spotty kier work. 2. Emulsification Properties: After the caustic liquor loosens the waxy and resinous matter, the presence of pine kier assistants will act as a carrier for these impurities and insure a successful subsequent rinse. 3. Reduction in Time: Because pine kier assistants quickly wet-out the cloth, the caustic liquor will start to work more quickly. As a consequence, the time element is reduced 30% to 35% over the old method. 4. Cleaner White: The complete removal of waxy and resinous matter by the pine kier assistants insures a more bloomy and softer feel to the goods and produces a cleaner white. Some mills claim that it is equivalent to a one-half bleach.

Suitable pine kier assistants are manufactured on a large scale by the leading sulphonated oil and textile soap manufacturers.

Pine Oil Degumming Soaps

SILK is composed of two structureless filaments. The inner filament is known as fibroin and comprises ½ to ⅔ of the silk fibre, whereas, the outer filament is known as sericin. In the silk degumming industry, the object is to remove the sericin filaments. Olive oil soap has been in practical use for years and is still considered of inestimable value.

The idea of "boosters" for soaps placed steam-distilled pine oil among the list of possibilities. As a consequence, it was found that 10% olive oil soap and 4% steam-distilled pine oil produced degumming equivalent to a 20% olive oil soap. Further observations showed that such a combination insures a better removal of gum, eliminates the possible use of alkali and cuts operating costs materially.

Pine Oil Dye Assistants

THE textile trade has been a promising industry for years but with a more thorough practice of chemical technology the limitations of the growth of the industry are boundless. The most important development is the use of dye assistants. This feature plays an important part in insuring level dyeing. If the cloth or yarn is subjected to the dyebath without going through a preliminary wetting-out bath or else is immersed in the dyebath without dye assistants, uneven dyeing often results. The theory is that improper pre-treatment prevents free passage of the dyestuff to the inner fibres. However, this difficulty may be remedied with the addition of pine oil dye assistants to the bath.

The following discussion briefly portrays the function of pine oil dye assistants when different dyes are employed: Careful inspection of the results showed that in the scouring of celanese yarns, soluble pine oil is equally as good a scouring agent as is "Celascour." (Celascour used as

(*Turn to Page* 113)

Perfumes For

THEATRE SPRAYS

It makes no difference whether you use alcohol or water as a base. We can supply an odor to meet your requirements—an odor that will prove popular with your customers.

A few suggestions

for alcohol base sprays	Lb.
American Thistle No. 1010	$2.25
Lilac No. 59	2.50
Gardenia No. 1756	5.00
New Mown Hay No. 319	2.75
Peony No. 446	4.00
Rose No. 310	2.50
Trefle No. 619	2.85
Violet No. 611	3.10
Wild Flowers No. 5300	1.75

Used one ounce to two gallons of alcohol—either full strength or diluted

for water base sprays	Lb.
Bouquet W. S. No. 636	$3.25
Honeysuckle W. S. No. 561	2.25
Narcissus W. S. No. 3855	2.75
New Mown Hay W. S. No. 260	2.50
Lilac W. S. No. 19	2.50
Oriental W. S. No. 3858	2.50
Rose W. S. No. 560	2.75
Trefle W. S. No. 4855	3.00
Violet W. S. No. 261	2.75

Used one ounce to three or five gallons of water according to strength desired

P. R. DREYER INC.

26 Cliff Street New York

"It's the Odor that Sells the Product"

Moth-Proofing Compounds

By T. H. Fairbrother*

EVERYONE who is familiar with the textile industries will be aware of the great interest taken in the development of compounds to prevent altogether or to minimize the loss caused by the activities of the common clothes moth. It is impossible to make even an approximate estimate of the cost of the ravages of this pest, which in its larval stage attacks wool, fur, and other animal fabrics, and carries on its activities even to the point of complete destruction. The term "Clothes Moth" is applied to two moths, *Tineola bisellialla,* Hummel, and *Tinea pellionella,* L. The former is the common one, and its life-history has been the subject of an exhaustive study by Zitschack (*Zeit. Tech. Biol.,* vol. 10, pp. 1-168, 1922). It is not proposed here to go into elaborate biological details of the life-cycle of the moth. Briefly, it passes through four stages—egg, larval, pupal, and adult. The eggs are deposited on or near the intended feeding material by the adult moth, and the larvæ hatch out in four to twenty-one days, according to temperature. The larvæ begin to feed at once and voraciously. Apparently their main food material is keratin, a protein constituent of hair (Schultz, *Biochem. Zeitung.,* vol. 156, p. 124, 1925). They mature in one hundred days, and during that time increase in weight by three hundred and seventy-five times, so that the extent of the damage is readily imagined. On attaining maturity they pass into the pupal stage for a period which may be anything between one and six weeks, finally emerging as the adult moth. The moth itself is not directly destructive—its mandibles are imperfect and atrophied, and it exists only on the reserve energy of the pupal stage. Its ten days of life are spent entirely in depositing eggs. It is as the "potential mother of millions" that the adult moth is dangerous, and it has been estimated that, in favorable conditions, four generations from a single moth could consume one hundred pounds of wool.

Requirements of a Moth Fumigant

A USEFUL household moth fumigant should produce at ordinary temperatures a vapor toxic to the insect at all stages of its life-cycle, harmless to human beings and not damaging to the treated material. It should be odorless, or at any rate leave little or no persistent odor. It should be non-inflammable and stable to variations in climate, and should be reasonably fast to washing. As we shall see later, the fumigant may be a solid, liquid, or gas, and the best results in proofing have been obtained by immersing the material in a solution which attaches the toxic substance to the fibre.

Toxicity of Fumigants

MOORE (*J. Agric. Res.,* vol. 9, p. 371, 1917) states that, in general, substances with low volatility are more toxic to insects than those with a high volatility. From an investigation of benzene derivatives on the housefly, he concluded that physical properties such as boiling-point and vapor pressure have more influence on toxicity than has chemical constitution. Up to 250° C., the higher the boiling-point of the substance the greater the toxicity, whilst above 250° C. the compound is usually so slightly volatile that too little will evaporate to be effective. Moore suggests that the vapor on reaching the finer branches of the tracheal system tends to condense on the tracheal walls (*J. Agric. Res.,* vol. 13, p. 523, 1918). On the other hand, Tattersfield and Roberts (*J. Agric. Sci.,* vol. 10, p. 201, 1920) state that while volatility, vapor pressure, and rate of evaporation *control* the toxic action of certain compounds, toxicity itself is due to chemical constitution. This is demonstrated by the increased toxicity consequent on the addition of certain groups to the chain or ring system, and the fact that isomeric substances are not equally poisonous. The groups which influence toxicity most when introduced singly into the benzene ring are, in order of importance, methylamino, dimethylamino, hydroxyl, nitro, amino, iodine, bromine, chlorine, and methyl in the nucleus. The presence of other groups greatly modifies this order; thus if methyl is already in the nucleus, as in the case of toluene, the order is chlorine in the side chain, amino, hydroxyl, chlorine, and methyl in the nucleus. The mutual effect of two radicles may give rise to greater toxicity than that produced by one substituent. Chlorphenol and dichlorphenol are more toxic than phenol itself. Chlorpicrin is highly toxic, but frequently the introduction of combinations of

*From *The Manufacturing Chemist,* II, 8, pg. 217.

Insecticides that *Sell* consistently because they *Kill* consistently

As Hopkins' Insect Flowers are gathered, milled and tested, they bring to every package of your finished product the UNIFORM run of HIGH KILLING POWER that builds up your sales and keeps them growing

HOPKINS'
(Oven Dried)
Analyzed RED-RAT-SQUILL
Physiologically Tested

We are prepared to supply red squill of a toxic quality which consistently surpasses the fatal-dose standard commonly accepted. Laboratory tested, Hopkins' red squill assures the maximum of uniformity.

As the poison SPECIFIC TO RATS AND MICE, red squill is absolutely harmless to human beings or domestic animals.

Sold in bulk. Quotations and descriptive folder gladly sent.

HOPKINS' Analyzed PYRETHRUM

(Extract or powder)

Made Exclusively from the CLOSED DALMATIAN PYRETHRUM FLOWERS

Open or half-open insect flowers necessarily lose part of their active principles through the action of the elements.

To assure yourself of pyrethrum with the highest, consistent run of killing activity, specify HOPKINS' PYRETHRUM PRODUCTS. They are made, unvaringly, from the highest-testing Dalmatian Flowers only.

We are in position to give you interesting quotations, either for contract or immediate delivery.

Ask for our Pyrethrum folder

We Are Glad to Quote on:

DERRIS ROOT

One of the most powerful insect killers yet discovered. Deadly to insects both through the stomach and as a contact insecticide.

J. L. HOPKINS & CO.

INCORPORATED

Importers, Millers and Distributors of Analyzed and Standardized Crude Drugs

135 William St. New York

constituents results in products of low volatility. Nearly all organic substances that boil over 215° C. are uncertain in their toxic effect, and those boiling over 245° C. are non-toxic. Tattersfield (*Ann. App. Biol.*, vol. 12, p. 218, 1925) studied the insecticidal action of nitro, chloro, and hydroxy derivatives of benzene and naphthalene on *Aphis rumicis* by spraying, and concluded that it was not possible to correlate toxicity with any one chemical or physical property. Toxic activity may depend on chemical constitution, whereas intensity of activity is determined by physical properties.

As would be expected, there has been an enormous amount of research carried out in England, America, and Germany on the production of new moth-proofing and fumigating agents, and numerous patents have been taken out covering various substances or groups of substances. It is impossible to give details of all of these, but a brief summary of the various preparations made for this purpose will be of value to those who are interested in this important subject.

The first patent seems to have been taken out by Possett in 1910 (U.S.P. 979-704) for a "moth-destroying composition," consisting of turpentine, 80 parts; linseed oil, 10 parts; and poppy oil, 10 parts. This mixture does not appear to have been used to any great extent. The smell of the turpentine would be very much against it.

Paradichlorbenzene

IN October, 1911, the A.-G. für Anilin Fabrikation protected (D.R.P. 258405) the use of paradichlorbenzene either in the form of vapors, in solution, or as a spray. In 1912 (B.Q. 19688) the Berlin Anilin Co. stated that naphthalene and camphor formerly used as moth preventives did not kill them and had an unpleasant odor, whereas paradichlorbenzene was more effective, killing not only the larvæ, but also the eggs. The next development (B.P. 10379/14) was by the A.-G. für Anilin Fabrikation, in which it was claimed that paradichlorbenzene may be replaced by ortho- or metadichlorbenzene, mono- and trichlorbenzene, or mixtures of these. Of the chlorinated benzene compounds it seems fairly well established that the most effective is paradichlorbenzene, which has been marketed all over the world under a variety of trade names and frequently at ridiculously high prices. When solids such as paradichlorbenzene or naphthalene are used as fumigants it is necessary to perform the operation in tightly closed containers. According to the *U. S. Depart. Agric. Bull.* 707, naphthalene and paradichlorbenzene killed all stages of the clothes moth under such conditions. Duckett (*U. S. Dept. Agric. Bull.* 167, 1915) states that paradichlorbenzene is the most dependable substance for such use, and is effective at temperatures higher than 74° F. The temperature at which this substance is used is important. Tattersfield found it to be uncertain in its action on wireworms at 15° C. This was due to the low volatility of the substance at the temperature of the experiment, and Moore found that at 70° F. it had a definite toxic effect. The influence of temperature has been pointed out by Esseg (*California Agr. Exp. Sta. Bull.* 411, 1926) who found that the best results were obtained at soil temperatures of 75° to 83° F. Duckett claimed that paradichlorbenzene is toxic to the clothes moth in concentrations of 12 oz. per 100 cubic feet in 36 hours at 75° to 85° F., while above 85° F. twenty-four hours' exposure is sufficient, but it was later stated in the *U.S.A. Farmers' Bull.* 1353, that about 1 lb. for each 6 to 10 cubic feet is required for safety. Paradichlorbenzene has many points in its favor as a fumigant. It is non-inflammable, and production costs are low. It is not deliquescent, and is insoluble in water. It is volatile, and its smell, though definite, is not unpleasant and does not cling long to the articles fumigated. It should be noted, however, that it is a fumigant, pure and simple, and not a moth-proofing agent.

Moth-Proofing Agents

THE next development was the moth-proofing of clothes by impregnating them with solutions in a manner analogous to dyeing. Naefe (D.R.P. 304-506/17 and E.P. 160,039/20) suggested impregnation in a solution of a soluble salt of alginic acid or a hot bath of tannin and afterwards treating with a solution of an antimony salt for half an hour. This method has not been very widely used and its efficiency is doubtful.

Later on a very important development of this idea was patented by the Bayer Co. (E.P. 173,-536/20), which claimed that materials could be permanently moth-proofed by treating them with one or a mixture of complex inorganic acids or certain metallic salts in such a way that enough of the substance was permanently retained by the wool. The substances referred to in the patent are hydrogen silicofluoride, phosphotungstic acid, titanium hydrofluoric acid, antimony tungstic acid, phosphomolybdic acid, or one of the following fixed acids: tungstic acid, uranic acid, colloidal silicic acid (obtained by the acidification of sodium silicate), colloidal stannic acid, molybdic acid, antimonic acid, or the potassium salts of the above acids, or certain metallic fluorides. In this process, which in many ways resembles mordanting, dyeing may be effected before, after, or with the protective treatment. In the two latter cases the dye used fixes some of

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Why is the Anchor variety a better cap? In what ways is it better, specifically?

Here is the answer. Because they, and they alone, possess two basic structural improvements, each important enough to warrant your adoption of them, namely, (1) a positive method of holding the correct sized liner in place that also permits the liner to rotate freely; (2) uniquely designed threads that ensure a firm, sure grip around the complete circumference of the container finish.

Many benefits are the natural result; caps can be shipped complete with liners inserted, liners do not fall out in shipment or application, nor stick to the bottle tops when the caps are removed. Neither do they wrinkle or buckle, or become damaged in sealing. Caps will not loosen, possess added strength and seat squarely and firmly. All of which increases their sealing efficiency and your peace of mind.

True, there are other points of superiority, but here are two that stand out clearly and distinctly – highly important ones – that no molded cap ever had before, and that a molded cap most decidedly ought to have – that give you definite specific advantages. Wouldn't you like to have the complete facts about these unusual caps? A request will bring a descriptive folder.

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the protective substance, thereby destroying its protective properties to some extent, so that an excess must be employed. The methods of application may be varied in accordance with the materials used. The following are typical methods of treatment:

1. For 100 lb. wool in a 300-gallon bath use 3 lb. colloidal tungstic acid, 20 lb. sodium sulphate, and 5 lb. sulphuric acid. The material is heated in this bath for one hour at 100° C.

2. 100 lb. of wool are placed in a cold bath containing 3 lb. aluminum fluoride, 1 lb. ammonium fluoride, 3 lb. aluminum sulphate, and 3 lb. concentrated sulphuric acid. After two hours the wool is rinsed and dried.

This treatment was further modified by Bayer in later patents which specified, in addition to the above-mentioned substances, a large number of other compounds, including phenolparasulphonic acid, nitroparatoluic acid, acetylphenylaminoacetic acid, naphthalene 3:6:8-trisulphonic acids, and carboxylic acids in which the -COOH group occurs in the side chain or aromatic or heterocyclic compounds, such as phenylacetic or benzilic acid.

D.R.P. 347,723/19 states that wool and other materials which have been made resistant to moth by treatment with hydrogen silicofluoride or other complex acids or their salts, as specified in the above-mentioned B.P. 173,536, may be after-treated with certain metallic salts capable of forming insoluble compounds with these complex inorganic acids, so that the treated material retains its moth-resisting properties even after the processes of washing, fulling, hot pressing, acid treatments, etc.

There can be no doubt that these patents cover the well-known Eulan F. extra of the Bayer Co., which has been used world-wide for moth-proofing by means of aqueous solutions. There is evidence that Eulan F. extra is a mixture of organic and inorganic chemicals, the latter apparently a fluoride or silicofluoride. A very recent patent (B.P. 333,583/29) has been taken out by the I.G. covering the use of organic fluorine derivatives in which at least one fluorine atom is attached directly to a carbon. Several compounds are specified, such as the sodium salt of 3-nitro-4-fluoro-1-benzoic acid and monofluoroacetic acid for aqueous application and 4:4-difluorodiphenyl for use in alcoholic solution. Fluoropseudocumene is recommended for fumigating fur and fluoroform for furniture. This is apparently a refinement of the Eulan F. extra, but only prolonged trials will show whether the organic fluorides are better than the mixture of organic compounds with inorganic fluorides.

The product is applied to woollen materials as the last finishing operation from acid or neutral solutions containing 1 oz. or slightly more of Eulan per gallon of water. The addition of 0.5 lb. of sulphuric acid to each 10 gallons of liquor is permissible for all wool materials. In the case of unions, 1 lb. of formic acid should be substituted for the mineral acid. It cannot be applied from an alkaline bath, but a small proportion of Monopole brilliant oil may be added to the bath as a wetting-out agent. The impregnated materials are merely dried without rinsing. Eulan F. extra has been of great value in moth-proofing, though not altogether satisfactory.

In E.P. 238,287/24 the Bayer Co. specify non-dyeing compounds containing the group

$$\begin{matrix} -N-X=Y \\ | \\ R \end{matrix}$$

where X is nitrogen or carbon, Y nitrogen carbon or a nucleus, and R hydrogen or an alkyl or acyl group. The following are recommended: ethylidenehydrazonephenylcarboxylic acid ethyl ester, and benzylidenephenylhydrazone derivatives in which the easily replaceable hydrogen is substituted by a heavier radicle. Such compounds are more soluble in organic solvents than in water, and probably the Eulan B.L. of Bayer, which is soluble in benzene, petrol, carbon tetrachloride, etc., is one of this group of pure organic compounds. It is interesting, as this agent can easily be incorporated in dry-cleaning solvents, and the article cleaned and proofed at the same time. Dissolved in carbon tetrachloride, Eulan B.L. is non-inflammable and can be sprayed. It does not affect colors; it is non-poisonous, and leaves no odor. If it is applied in the dry-cleaning process the goods should be cleaned in the usual manner and dried, then entered into a 1 in 32 Eulan B.L. solution and again dried. It is stated that the Eulan B.L. has a far more rapid action on the larvæ, which dry up very quickly. In cases where Eulan-treated woollen yarns have been woven into fabrics with non-treated yarns, the moths have almost entirely destroyed the non-treated portions, while the Eulanized yarns were undamaged. From obvious considerations, Eulan B.L. will not withstand dry-cleaning, and goods should be retreated after dry-cleaning. Eulan F. extra resists dry cleaning. Woollen materials containing 0.4 per cent. of Eulan F. extra are completely and permanently immune to moths (Clark and Craft, *J. Soc. Dyes and Colorists*, 1925). About 0.8 per cent. of Eulan B.L. is necessary (Mullin, *Textile Colorist*, 1926).

Dichloroethane

THE Griesheim Elektron Co. (D.R.P. 353,-682/22) patented the use of dichloroethane either alone or mixed, or in solution, with other indifferent or insecticidal substances. The dicholoroethane may be used either as a powder

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The wax may be diluted with one to two parts of water in making up the finished polishes, giving low cost of manufacture.

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Especially for hotels, apartments, etc. Odor pleasant. Results sure.

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scattered over the material to be protected or dissolved in acetone or carbon tetrachloride and sprinkled over the material. It does not evaporate as rapidly as dichlorbenzene, and has a more pleasant odor.

Another German patent (D.R.P. 357,063/21) states that wool, fur, etc., are protected from insects by treatment with *a*-tetralon (*a*-tetrahydronaphthaleneketone). It is claimed that the protective effect is more lasting than that of the chlorinated aromatic compounds. The patentees recommend that it be used as an emulsion in soft soap, in the form of a powder, pellets, or tablets, or the fabric may be treated with a solution of *a*-tetralon in petroleum spirit of high boiling-point.

Extract of lupin seeds and quillaja bark has been suggested by Smitz (E.P. 230,203/23). Alternatively, any substance which will give a saponin glucoside or other nitrogen free glucosides. Finely powdered quillaja bark and coarsely powdered seeds of lupin and broom are mixed and extracted with dilute inorganic acid at a temperature not above 50° C. The acid is removed by the addition of the requisite quantity of sodium or magnesium carbonate and the solution evaporated to a syrup. Sufficient anhydrous Glauber salt is added to form a dry mass, which is then powdered. This preparation contains as the active principles the acids of the saponin-containing drugs as well as sapotoxin and the alkaloid bases lupinine and sparteine of the leguminosæ lupin and broom, both in combination with organic salts and neutral saponines.

Silicofluorides

LARVEX is an American product of the Larvex Corporation, and is stated to consist of sodium aluminium silicofluoride. Products of this type are covered by B.P. 235,914/25, which protects the use of neutral solutions containing the silicofluorides of sodium, potassium, lithium, zinc, or aluminium for moth-proofing. The solution may also contain certain fluorides of the same metals, alkali salts of benzene, sulphonic acid or of its derivatives, and sulphates, of the alkalies or aluminium.

In E.P. 324,962/28 the I. G. Farbenindustrie claims that wool, fur, hair, feathers, and the like are protected against attack by moth by treatment with an aryl sulphonic acid amide or a derivative or substitution product thereof, in which compounds the hydrogen atoms of the amino group may be wholly or partly replaced by alkyl, aryl, or aralkyl groups.

In E.P. 333,584/29 the I.G. covers the use of a hydroxydiphenyl or a derivative thereof containing in the nucleus halogen and/or alkyl groups.

1. O.O dihydroxydiphenyl dissolved in a mixture of cyclohexanone and benzene is sprayed on wool.

2. Wool is simultaneously protected and dyed by means of a dye bath containing 3:5:3′:5′:-tetrachlor - 2 : 2′ - dihydroxy - diphenyl, alizarine saphirol SE, and sodium bisulphate.

Undoubtedly the whole problem of moth-proofing of fabrics is very complex, and the foregoing description gives some idea of the intensive work which has been focussed on the problem in the last twenty years. Thousands of compounds have been tried, and in a few cases some success has been attained.

Testing Moth-Proofing

IT will readily be understood that in the evaluation of so many different bodies suggested as moth-proofing agents, a systematic method of testing is necessary. The final criterion of the effectiveness of any moth-proofing preparation is its ability to protect the material throughout the course of its natural existence. This, obviously, is a very lengthy process, and several methods have been devised to accelerate the test. In a very comprehensive paper, Moore (*Ind. and Eng. Chem. Anal. Sec.*, vol. 2, p. 365, 1930) details some of these. He lays it down emphatically that in running Petri-dish experiments considerable care is necessary to ensure that the moths are answering the question which is asked, and not some other question. He recommends the half-circle test as an indication as to whether the material is repellent to clothes moth larvæ. This test consists of putting into a Petri dish two half-circles of woollen material, one treated and the other untreated. A number of larvæ of the clothes moth are then liberated in the dish and it is put away under suitable conditions for some time. A number of precautions are necessary. It is essential that the treated piece of cloth is cut from the same piece of cloth as the untreated and is exactly the same in all details. In selecting the larvæ, partly grown individuals should be used, as fully grown larvæ sometimes give erratic results. Not too many larvae should be used—about one larva per square inch is sufficient. Moore has developed a modification of this method which enables one to develop the degree of repellency exhibited by different materials. Such a test, however, does not necessarily give any information as to whether the material is poisonous to clothes moth larvæ. The whole circle test answers the question as to whether the material is toxic to clothes moth larvæ when they feed upon it. It also shows clearly that a material may be highly toxic but unable to prevent the cutting of fibres in the formation of cocoons. The whole circle test does

(*Turn to Page* 111)

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New Insecticide Regulations in New York

Amendment to Municipal Sanitary Code for Stricter Regulation of Insecticides, Fumigants, and Their Uses

AT a meeting of the Board of Health of the City of New York, September 10th, new regulations were proposed governing fumigation and extermination and the packaging and sale of insecticides. Among the provisions of the new regulations is one restricting these activities to licensed companies and employees whose fitness is to be passed on by the Board of Health. Another important regulation requires the tinting of fluorides. New gases being introduced for fumigating purposes also come in for more strict control. The rapid strides made recently in the introduction of new materials for exterminating and fumigating constituted the primary reason for the amendment of the ordinance governing their use. Change in methods was an additional reason for the revision of the old section. The adoption of the new regulations was preceded by an intensive study of the regulations in force in other cities, conducted by Dr. Edward Bocker, chief of the drug division of the New York Board of Health. As submitted to the Board of Health, the new regulations which are to be adopted as an amendment to Section 104 of the Sanitary Code of New York City, read as follows:

Sec. 104. Fumigants and insecticides; permits and sale regulated: (a) No person shall in any building, vessel or other enclosed space in the City of New York use a chemical, gas or other substance in any form as a fumigant, insecticide or exterminator for the destruction or control of insects, vermin, germs, rodents or other pests, or engage in the business of such fumigation or extermination, without a permit issued therefor by the Board of Health or otherwise than in accordance with the terms of said permit and the regulations of said Board. This section, however, shall not apply to a person using such an exterminator in his own home, dwelling or place of business, except that if the place of business is one where food is stored, prepared or held or kept for sale, no poisonous or toxic exterminator may be used by such person.

There shall be five types of permits for which the respective annual fees shall be as follows: Employer's Fumigant Permit, $25; Employee's Fumigant Permit, $3; Employer's Exterminator Permit, $15; Employee's Exterminator Permit, $2; Owner-Operator's permit (exterminator or fumigant) no fee. A fumigant permit covers and includes extermination.

(b) No person shall sell at retail any poisonous or highly toxic chemical, gas or other substance as an exterminator or insecticide unless the container bear a label with the word "POISON" and the symbol of the skull and crossbones in red ink followed with the words "CAUTION —This exterminator or insecticide contains (state the name of the poison) a deadly poison" together with the United States official standard antidote and the name and address of the manufacturer or packer, Viz:

"POISON (Symbol of Skull and Crossbones)

CAUTION: This exterminator or insecticide contains (insert name of poison) a deadly poison. Antidote—(state same briefly). Manufactured (or packed) by

Name .....

Address ....."

(c) No person shall sell at retail any chemical or substance as an exterminator or insecticide which contains wholly or in part any fluorine salts or compounds unless the container bear the following label with the caution and the United States official standard antidote printed in red ink, Viz:—

"CAUTION"—"This exterminator or insecticide contains salts of fluorine which is highly toxic and must be used with care pursuant to the following directions:" (state directions). Antidote—(state briefly). Manufactured (or packed) by

Name .....

Address .....

(d) All chemicals or substances in powder form sold or used as an exterminator or insecticide which contains fluorine salts or compounds must be distinctively colored with standard nile blue as adopted by the United States Bureau of Standards, and when such chemicals or substances are sold at retail as an exterminator or insecticide in quantities of five pounds or less, the same shall be packed in non-refillable containers preferably with a sprinkler top.

Fumigators and Exterminators

Regulation 1. *Applications for permits.*—Applications for fumigant or exterminator permits shall be made on blank forms furnished for such purpose by the Department of Health. If the applicant is a partnership or corporation, at least one member or officer thereof must pass an examination as hereinafter mentioned before an employer's permit will be issued. When such an employer's permit has been issued, every member of the partnership or officer of the corporation passing such examination shall receive an owner-operator's fumigant or exterminator permit as the case may be which will entitle the holder thereof to engage as an operator in the active work of fumigation or extermination respectively. There shall be no fee for such owner-operator's permit, and it shall expire unless revoked on the same date as the employer's permit issued to the partnership or corporation. Only those members of a partnership or a corporation who have passed such an examination and have received an owner-operator's permit shall engage as an operator in the active work of fumigation or extermination.

Regulation 2. *Examination—Fumigant Board.*—(a) Every applicant for a fumigant or exterminator permit must pass a qualification test to determine his character, training and experience. (b) Such examination shall be conducted by a Board consisting of the Sanitary Superintendent and two other members or employees of the Department of Health designated by the Commissioner of Health and is to be known as the "Fumigant Board." Said Board shall investigate the character, training, experience and fitness of every applicant and shall investigate any and all complaints or matters involving fumigation or extermination and report its findings and recommendations to the Board of Health.

Regulation 4. *Notification of fumigation.*—Every person, firm or corporation before performing fumigation in any building, vessel or other enclosed space, shall notify in writing, the Sanitary Superintendent of the Department of Health or the Assistant Sanitary Superintendent in the Borough in which the fumigation is to be per-

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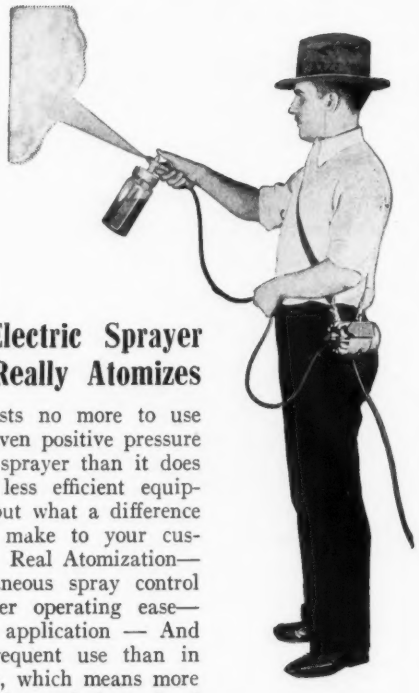

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Sprayit Model 70 is not a blower fan type unit—It actually incorporates an air compressor. It is a tried and proven unit. Thousands upon thousands of these motor compressor units are in use throughout the United States and some seventy foreign countries.

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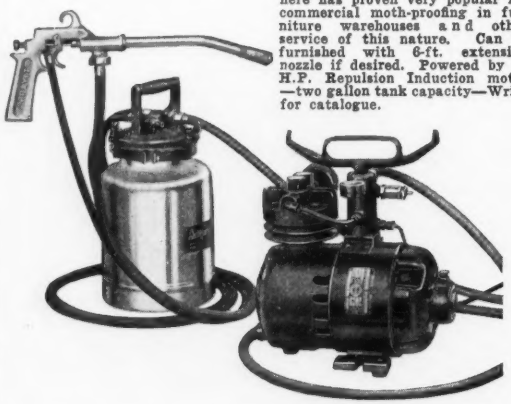
Sprayit Model 89 illustrated here has proven very popular for commercial moth-proofing in furniture warehouses and other service of this nature. Can be furnished with 6-ft. extension nozzle if desired. Powered by ¼ H.P. Repulsion Induction motor —two gallon tank capacity—Write for catalogue.



The Electric Sprayit Company

South Bend, Indiana

formed, the Fire Department and the Police Department giving the location of the building, vessel or enclosed space to be fumigated as well as its character and use, the fumigant to be used, the date and time when the fumigation will be performed. This notice must be filed with each department in the manner hereinbefore stated at least twenty-four (24) hours prior to the time set forth in the notice for such fumigation to be commenced.

Regulation 5. *Premises to be vacant.*—No building, or enclosed space shall, during the period of fumigation, be occupied by human beings. It shall be the duty of the operator to make, or cause to be made, a careful examination of all parts of such building, or enclosed space in order to verify that no human beings have remained therein. Provided however, where a building is continuously occupied by human beings 24 hours a day and the room or other enclosed portion of said building to be fumigated is very small in comparison to the size of the building so that the provisions of this regulation would not be practicable, then in such event upon a special written request of a licensed employer-fumigator and after an investigation conducted by the Department of Health, it appears that such portion may be fumigated without danger to life or health, the Department may in its discretion grant permission to the said licensed fumigator to perform fumigation without requiring all persons in other parts of said building to leave same, subject to such conditions and restrictions as the Department of Health may impose.

Regulation 7. *Crew to be removed from vessel.*—No vessel shall be fumigated until the Captain or other commanding officer shall have mustered the crew and caused the members thereof and all other persons therein or thereon to leave and remain away from such vessel during the process of fumigation. Provided (exception same as Reg. 5.).

Regulation 9. *Danger signs.*—Prior to the fumigation suitable warning signs shall be posted on all doors or entrances to the premises to be fumigated, and upon all gangplanks, ladders, etc., from the dock, pier or land to the vessel. Such signs shall be printed in red ink on white cardboard, letters to be at least two (2) inches in size. At night such signs shall be illuminated so as to make the reading matter thereon plainly legible.

Regulation 11. Watchman. — During the period fumigation is in process, a capable, alert watchman or watchmen shall remain on duty at the entrance or entrances to the building, vessel, or enclosed space fumigated, until after the fumigation is completed and until the premises are properly ventilated and again safe for human occupancy.

Regulation 12. *Special room, vault or tank.*—Every special room, vault or tank maintained by a fumigator at his place of business for the purpose of fumigating articles, must be approved by the Fumigant Board as to the construction, location and ventilation. All such special rooms, vaults or tanks must be gas-tight and periodically tested and inspected and all proper precautions must be made for the airing of such special rooms, vaults or tanks so as to allow for the evacuation of the fumigant without endangering life or health. No notice as required in these regulations shall be necessary when fumigation is conducted in such approved special room, vault or tank but all other precautionary measures must be taken.

—o—

The devil's shoe-string (*Cracca virginiana Linn.*), an American plant, is said to have marked insecticidal properties. Aqueous suspensions of the powdered roots compare favorably in toxicity with derris, pyrethrum and nicotine sulfate (40%). *J. Econ. Entomol.* 24, 743-54 (1931).

—o—

A germicide and insecticide composition suitable for use on animals or foliage comprises a soap base together with a primary or only partially decomposed primary tar, characterized by the presence of primary tar acids of which at least 50% distill above 220°C. U. S. Pat. No. 1,809,255.

Butcher Represents Koppers

L. H. Butcher & Co., San Francisco, has been appointed exclusive Pacific Coast sales agents for both the Koppers Products Co., Pittsburgh, and its subsidiary, the White Tar Co., Kearny, N. J. The territory covered embraces the states of California, Oregon, Washington, Idaho, Utah, Nevada, Arizona, and New Mexico. The products will cover all Koppers coal-tar by-products, including creosote oils, tar acid oils, disinfectants, wood preservatives, paints, insecticide sprays, etc., and the line of White Tar naphthalene products, garment bags, candles, etc. Edward Forker is head of the Koppers Products Co. Samuel H. Bell is general manager and H. W. Hamilton, assistant general manager.

—o—

Form National Sanitation, Inc.

National Sanitation, Inc., a New York corporation, has been formed by the amalgamation of the fumigation interests of several well-known concerns to fill what is described as a long-felt need for more scientific application of fumigants in vermin extermination and prevention. Unlike the average exterminating concern, it will act in a positive rather than a negative manner, attempting to prevent insect and rodent infestations rather than to remedy them after they occur. An example of this sort of activity is the intention to rat-proof buildings when they are built instead of letting rats get in and then cleaning them out periodically. An advisory board of well-known authorities in various sanitary fields will assist National Sanitation, Inc., in this preventive work. The company will endeavor to use non-poisonous products, only, and will conduct research work aimed at the eventual elimination of all poisonous insecticides and fumigants. Offices of the new concern will be located at 42 Broadway, New York.

—o—

Florida fruit inspectors have been instructed to examine all fruit picked for shipment and to confiscate and destroy at once any fruit showing traces of arsenical sprays. State officials will proceed with the vigorous prosecution of indictments which have been held up pending the establishment of the validity of the so-called "Green Fruit Law." An announcement was made August 28th by Nathan Mayo, commissioner of agriculture, that the constitutionality of the law had been upheld, according to a despatch from Bartow, Florida.

—o—

Robert J. Pfeffer, representative of Lambert Pharmacal Co. in the Denver, Colo., district, died August 16th after an illness of several weeks duration.

VOGEL
Insecticide Sprayer

A substantially constructed sprayer that will stand up under hard usage, priced at a remarkably low figure.

Hand and continuous sprayers, designed and manufactured to give the greatest value for the least outlay.

Also Manufacturers of

Shaker Top Cans
for paradichlorbenzene crystals

Plain or Decorated

Tin Cans
for Pastes, Soft Soaps, Dry and Liquid Insecticides

Holders for Deodorizing Blocks

Write us about your requirements and we will gladly submit samples and prices without any obligation on your part.

William Vogel & Bros.
Incorporated
"IN BUSINESS OVER 50 YEARS"
37-47 South 9th Street
Brooklyn, N. Y.

NOW!
quick profits and repeat sales

NOX-KWIK FLY SPRAY *and* GENERAL INSECTICIDE

NOX-KWIK HOUSEHOLD and GENERAL INSECTICIDE—a fly spray of high killing power, superior to most advertised brands on the market. Made under strict laboratory control. Uniform in quality. Stainless and practically odorless.

NOX-KWIK INSECTICIDE can be supplied scented or unscented as you desire—in bulk or packaged to your specifications.

Also NOX-KWIK PYRETHRUM EXTRACT CONCENTRATED, which may be diluted 1 gallon to 19 gallons of Petroleum Oil, making 20 gallons of very high quality fly spray at low cost. By using Nox-Kwik Concentrated as a base for your fly spray, you not only save freight and cost of handling, but absolutely standardize the killing strength of your finished product.

These are only two of a line of guaranteed insecticides, including—

KILRITE FLY SPRAY AND GENERAL INSECTICIDE
DETHNEL MOTHALENE, a specific for moths
FUR SPECIAL MOTHICIDE for moth-proofing furs
DETHNEL LIQUID INSECTICIDE for bed-bugs
DETHNEL ROACH POWDER
DETHNEL RATICIDE
DETHNEL FLY POWDER
U. S. LARVAECIDE for Mosquito Control
WEEDNOX WEED KILLER

Quoted surprisingly low. Send for prices.

U. S. SANITARY SPECIALTIES CORP.
435-41 South Western Avenue
CHICAGO, ILLINOIS

New Patents

(*From Page* 53)

herein described compound consisting of approximately ten parts of lard, four parts of wax, one part of naphtha and one part of glycerine.

No. 1,815,816, Insecticide, Patented July 21, 1931, by Hans Wesche and Karl Brodersen, Dessau in Anhalt, and Werner Ext, Kiel-Kronshagen, Germany, assignors to Winthrop Chemical Company, Inc., New York, N. Y. As an insecticide a preparation containing as an active constituent an organic polythiocyanate.

No. 1,816,297, Manufacture of Disinfectants, Patented July 28, 1931, by Friedrich Raschig, Ludwigshafen-on-the-Rhine, Germany, assignor to the firm Dr. F. Raschig, Lugwigshafen-on-the-Rhine, Germany. A disinfectant composition of high concentration forming stable emulsions with water, comprising chlorothymol and a resinous soap.

No. 1,816,441, Insecticide, Fungicide and Disinfectant, Patented July 28, 1931, by Charles H. Peet, Bristol, Pa., assignor to Rohm and Haas Company. An insecticide, fungicide and disinfectant adapted for use in the presence of human beings, comprising a minor proportion of a monochloroacetyl compound having a vapor tension ranging betwen substantially zero and that of amylmonochloroacetate and a major proportion of a distending liquid.

No. 1,816,442, Deodorizing Device, Patented July 28, 1931, by Eugene J. Reefer of New York, N. Y., assignor to Reefer's No-Moth, Inc., New York, N. Y. A deodorizing device comprising a holder having a cup-shaped member at its bottom, the wall of which is vertically disposed and slotted throughout the major portion of its height, a ring of inverted L-shape projected from the side wall of the cup-shaped member into the member in close proximity to its bottom in a plane below the slotted portion, a truncated, cone-shaped, porous annulus the walls of which are relatively thin and of inverted V-shape seated within the cup-shaped member upon the bottom thereof, the annulus having a flange at its bottom of a diameter less than the outside but greater than the inside ring diameter, a bottle containing a deodorizing liquid supported by the holder with the neck of the bottle wedged within the annulus, the ring and flange combining to form a well in the cup-shaped member in a plane below the slotted portions.

——o——

To produce a waterproof powdered insecticide, melted oils or fats and aluminum salt solution are added to a pasty and heated lime under agitation. After completion of the reaction, the product is cooled and powdered. Japan Pat. No. 89,536.

G. H. Wood Buys Toronto Plant

G. H. Wood & Co., Toronto, Canada, has just purchased a new building in that city to use as a plant for the manufacture of liquid soaps, disinfectants, insecticides, and kindred sanitary products. The company at present has a plant at Montreal which will be continued in operation. The company reports that for the first eight months of 1931 its sales were 28 per cent ahead of the corresponding period in 1930. At the Canadian National Exhibition at Toronto this year, the company will have four booths in the Manufacturers Building displaying their products. The display will include a replica of Niagara Falls over which will flow liquid soap forming soap bubbles at the base of the falls, and all illuminated with various colored spot lights. The main office of the company is located at 736 Dundas St., East, Toronto. G. H. Wood is president of the company.

——o——

S. O. of California in Insecticide Firm

During the past month further details have been released in connection with the financing by Standard Oil Company of California of the California Spray Chemical Co. of Berkeley, Cal., which was reported in the August issue of SOAP. California Spray-Chemical Corp. has been chartered in Delaware to take over the business of the insecticide company, and the Standard Oil Company of California will assist in capitalizing the new company. Permission has already been granted by the California corporation commission to issue stock. The oil company sees in the output of the Spray company's agricultural insecticides an opportunity to expand its sales of petroleum.

——o——

Clorox Chemical Co. earned $258,009 during the year ended June 30, 1931, as against $380,256 during the previous year. Earnings for the recent year equalled $2.18 a share on 118,156 shares, as against $3.27 per share on 116,076 shares during the year ended June 30, 1930.

——o——

As insects and parasites of all kinds abound in Paraguay, insecticides find a ready market, particularly from November to March, during which months the insects are most evident. The most popular kinds of insecticides used in Paraguay are liquid fly sprays. Up to the present very little animal dip was used in the country.

——o——

Rapid Exterminating Co. has been incorporated in the state of New York with a capitalization of $20,000 as a new concern for the manufacture and sale of disinfectants. Rossman & Schoenberg, 44 Court street, Brooklyn, are named as incorporators.

LETHANE 384

The SPEED of action of an insecticide is a customer's measure of effectiveness.

LETHANE 384 insecticides possess remarkable speed of action in addition to giving high final kill.

Röhm & Haas Co., Inc.

222 W. Washington Square

Philadelphia, Pa.

DEODORANT BLOCKS *for every purpose*

We Offer in Bulk

Pine Oil Disinfectants
Pine Deodorant
Liquid Cleaners
Liquid Soap
Concentrated Fly Spray
Finished Fly Spray
Insecticides
Liquid Metal Polish
Paste Metal Polish
Furniture Polish
Furniture Cream
Auto Polish
Liquid Wax
Paste Wax
Roach Powder
Deodorant Blocks
Deodorant Crystals
Liquid Soap Base

NoRub Self-Polishing Liquid Wax

Made in all sizes

ALPINE VAPORIZING DEODORANT BLOCKS are excellent for use in Deodorizing containers, urinals, moth prevention or, in fact, everywhere that efficient deodorizing is desired. Made from PURE paradichlorobenzene compounded with essential oils or perfumes, containing NO ADULTERANTS. Our special perfume department has developed exclusive odors that are best suited for deodorizing purposes.

LABELS ON QUANTITY ORDERS

ALPINE CHEMICAL COMPANY

FULD BROS.

Manufacturers of Sanitary Products for the Jobbing Trade

659 W. Pratt St. **BALTIMORE, MD.**

Say you saw it in SOAP!

Moth-Proofing Compounds

(*From Page* 103)

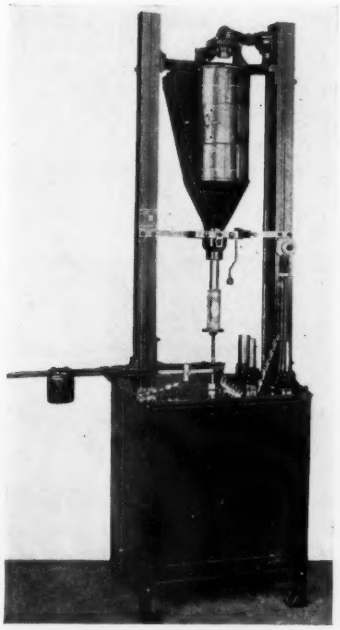
not clearly show the repellent properties of a moth-proofing preparation. The experiment with two dishes, one with a whole circle of treated and one with a whole circle of untreated cloth, may be used to show the effect of the preparation on newly hatched larvæ. Although the quick tests will give considerable information concerning the action of a moth-proofing compound, the cupboard test probably more clearly represents what will happen in the home. This test takes a long time. It requires a room maintained under suitable conditions for rearing moths, so that it is heavily infested at all times, and into this room are introduced treated and untreated pieces of cloth. These are examined periodically and deductions made as to the effectiveness of the various preparations being tested.

—o—

To Handle and Fill Powders

(*From Page* 29)

Powder handling requires a three-floor layout for low cost operation. The sifter should drop the powder through eight inch galvanized iron pipes directly into the mixer, from which in turn, it is dropped either continuously or intermittently into the powder filler on the floor below it. It is possible of course to achieve this result on a two-floor layout if a mezzanine is built. But on a one-floor layout a series of bucket elevators must be provided to carry the powder from operation to operation.



Single unit filling machine of auger type handling 15 to 25 packages per minute with one operator. Package size from a half ounce to five pounds. By Stokes & Smith Co.

Fumigating Experts Meet in N. Y.

Travelling under the auspices of the League of Nations and the permanent headquarters of the International Office of Public Hygiene, a Committee of Port public health experts arrived in New York, September 7th. This group of international experts is studying American Port health methods, particularly fumigation of ships to prevent importation of disease problems. The group, composed of the following, expects to remain in this country for about a month. England, Dr. P. G. Stock and Dr. Monier-Williams; France, Dr. Vigne; Germany, Dr. Dreyer; Holland, Dr. Bruyne; Spain, Dr. Rodriguez; United States, Dr. C. L. Williams.

—o—

Active steps are now being taken toward the rehabilitation of the Dalmatian pyrethrum industry. It is planned to establish a standard or single grade of pyrethrum under government supervision, to improve existing packing and storage methods and to eliminate as far as possible transshipment at points where no control may be exercised by Yugoslav authorities. These efforts are being developed with a particular view toward the establishment of a known reputation for quality in world markets and the development of direct trading relations particularly with American importers and consumers.

—o—

Percy Anderson has resigned his position as New York manager of United Chemical & Drug Corporation, New York, which position he assumed last February upon formation of the company. Mr. Anderson has been identified with the drug business for more than thirty-five years, and is well-known throughout the trade.

—o—

During the fiscal year April 1, 1930-March 31, 1931, 110,495 Hong Kong dollars worth of insecticides were imported into Hong Kong. Japan was the largest source of supply with 96,780 Hong Kong dollars; the United Kingdom supplied 8,386, China 3,063, Germany 1,500 and the United States only 416 Hong Kong dollars worth of insecticides. (1 Hong Kong dollar averaged about $0.30 United States currency.)

—o—

In 1929 the Chilean imports of insecticides, both powder and liquid, were 148 metric tons valued at $55,000. Great Britain was the largest source of supply with 51 tons while the United States and Argentina, the second and third largest sources, supplied 38 and 34 tons respectively. Aside from sheep dips there are few insecticides sold for animals. Liquid household insecticides and powders are used extensively.

A SURVEY

As a general thing we don't go in for surveys. Already there is an over-production of charts, statistics and research data. But we did want some first-hand information on a certain point . . . . and we found ourselves in for a survey! We tackled the job like good soldiers and stayed with it until we had what we now feel is the "low down."

This question was asked of retail druggist and hardware dealers: "How important to repeat business on household insecticides is a good sprayer?"

We wish we might report . . . . but we can't . . . . that 100% answered, "The sprayer is a matter of life and death!" But we CAN tell you that 70% were actually concerned with selling their customers a satisfactory sprayer. And we DID find that 70% knew that an inefficient sprayer penalizes repeat business on a really good insecticide.

That's the story. We used the sign "%" just three times in the above report . . . . not bad for a survey. Next month there's something else we'd like to say. Will you listen?

H.D.HUDSON MANUFACTURING CO.

589 E. ILLINOIS ST.
CHICAGO, ILL.

New York City Minneapolis, Minn. Omaha
San Francisco Philadelphia Kansas City, Mo.

HOOKER 'PARADI'

(Reg. U. S. Pat. Off.)

Hooker Paradichlorbenzene is specially prepared for use as a deodorizer and as a moth preventive. Completely volatile.

Ready for immediate shipment in 50, 100 or 200 pound barrels. Six standard crystal sizes, ranging from powder to nugget size. Let us quote on your requirements.

HOOKER CHEMICALS

CAUSTIC SODA LIQUID CHLORINE
BLEACHING POWDER
MURIATIC ACID
MONOCHLORBENZENE
PARADICHLORBENZENE
BENZOATE OF SODA
BENZOIC ACID
BENZOYL CHLORIDE
BENZYL ALCOHOL
BENZYL CHLORIDE
ANTIMONY TRICHLORIDE
FERRIC CHLORIDE SALT
SULPHUR MONOCHLORIDE
SULPHUR DICHLORIDE
SULPHURYL CHLORIDE

HOOKER ELECTROCHEMICAL CO.

HOOKER ELECTROCHEMICAL COMPANY

Eastern
Plant—Niagara Falls, N. Y.
Sales Office—60 E. 42nd St., New York

Western
Plant—Tacoma, Washington
Sales Office—Tacoma, Washington

1527

Say you saw it in SOAP!

Steam Distilled Pine Oil

(*From Page* 95)

the standard.) The dyeing results proved soluble pine oil to be the equal of turkey red oil as a dispersing agent for the S.R.A. dyes.

In Naphthol AS dyebaths, more rapid wetting-out was obtained where soluble pine oil was used than where turkey red oil was used. This should prove an advantage in padding and printing operations. The depth of dyeing when using soluble pine oil was equal in every respect to the depth produced in the presence of turkey red oil.

Dyebaths of indigosol colors in which pine oil was used consistently gave more rapid wetting-out of the yarn than did those in which turkey red-oil was used alone, a point which should be of interest in connection with textile printing.

Dyeing with direct cotton dyes: Results showed conclusively that the use of soluble pine oil is advantageous when cloth is being dyed in padding machines or in circulating dyeing machines. The presence of the soluble pine oil insures a quicker wetting-out and penetration, and results in greater uniformity, although the amount of dye taken up is, on the average, no greater.

Dyeing with basic dyes: Using four representatives basic dyes, tests were made to determine the practical efficiency of soluble pine oil in basic dyebaths. Varying amounts of soluble pine oil were used in six sets of dyeing, consisting of a total of 24 individual tests. The experiments indicated without doubt that better penetration is obtained with basic dyes when soluble pine oil is used.

Dyeing with vat dyes: In the experiments using vat dyes, ten sets of dyeings with a total of 70 individual tests were made. Results of the tests showed conclusively that the presence of soluble pine oil gave better penetration in the seams of sewed material and in materials which were packed tightly.

Dyeing with sulphur dyes: Results with both sulphur and cotton dyes lead to the conclusion that 3% soluble pine oil in the dyebath is the optimum amount. This amount definitely and materially aids penetration and uniformity of dyeing.

Dyeing with the Franklin Machine Process: Tests were made to determine if soluble pine oil is of value as an addition to dye liquors as used in the Franklin Process Machine. The results showed definitely that in 2% concentrations in the presence of sulphur dyes there is decidedly improved penetration and leveling.

Flotation

UNQUESTIONABLY, the most important development in the recovery of metals in this century is the flotation process. The development of high-grade steam-distilled pine oil has been of inestimable value in bringing this process to its

The Season Is Over

BUT

How About Next Year?

Were you satisfied with the sale of your Spray during the past season? Have you not felt that a better odor would appeal more to consumers? After all repeat business is what counts and if you lack the Bouquet that brings them back make up your mind that next season's business will be no better.

Your Spray may be the most efficient, yet if it does not possess a clean, agreeable odor, it will not repeat.

Prepare for 1932. It is not too early. Change the odor of your Spray and increase business. We recommend—

Oil Bouquet B. L. S. MM&R
Oil Sensation Bouquet MM&R
Oil New Mown Hay Bouquet MM&R
Oil Bouquet No. 32 MM&R

Samples Are Yours For the Asking

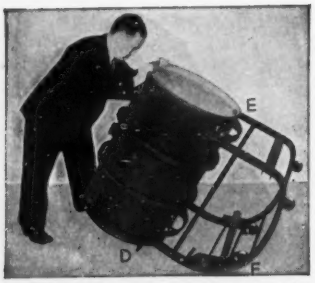
Magnus, Mabee & Reynard

Essential Oils

32 CLIFF ST.
NEW YORK CITY

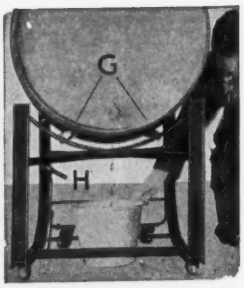
Say you saw it in SOAP!

A Double Duty Premium!



1. Lean Barrel or Drum into the tilter so that it rests against wheels at "E". Note that front trucking wheels at F swing free of tilting surface. Bar at "D" holds drum while it is rocked upward.

2. When rear wheels touch floor, step on lever "A". This forces receding carriage outward. It automatically locks. Drum is now in position three.



3. Now Drum is loaded and rests on rollers "G", 21 to 22 inches up from floor. It may be trucked, rotated, and drained from end spigot or middle bung.

Increase Sales with Schwenk "One Man" Safety Barrel Handlers

Schwenk Carboy Tilter provides safe one man handling of acid carboys. It is a combination pouring device and truck.

Here is the ideal premium. It will be gratefully received by your customers. AT THE SAME TIME it will increase your unit of sales. With the One Man Safety Tilter in your customers' hands you can sell barrels and drums in place of cans because customers will then be able to handle the larger containers with ease. If you don't want to use for premium purposes handle it on a jobbing basis. Either way you can make a good profit. Send for details.

Schwenk Safety Device Corp.
70 East 45th Street New York, N. Y.

THE SCHWENK "ONE MAN" SAFETY TILTERS

The SPRAYER
Comes FIRST

It makes no difference how effective the insecticide or repellant may be, it MUST be correctly applied if the results are to be the BEST. The better the sprayer, the better the customer will like the product. That is the rule.

Acme Makes Sprayers to Fit Every Requirement

Over fifty years in the business has eliminated all risk and experiment in ACME products. The very height of perfection has been attained. Every sprayer carries a money-back guarantee of satisfaction. If it isn't in our regular line, we can build a sprayer to fit YOUR needs.

Our No. 200 sprayer is a leader. Special drip cup feature; air and spray tubes coordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger, etc., etc. Tell us your needs. Write for samples and prices.

Potato Implement Company, Dept. 34
TRAVERSE CITY, MICHIGAN

present highly efficient state. Pine oil is a product known as a "frother" in flotation. It is a reagent used for the production of bubbles by which finely ground mineral particles are floated from a mixture of ore and water known as pulp.

Although pine oil is considered only in the sense of a "frother," some minerals as graphite and molybdenum sulfide are floated by pine oil alone. Most sulfide minerals can also be floated with pine oil by preparing the pulp; that is, by the elimination of soluble salts and colloidal material. This would indicate that the "frother" was a more active ingredient than to just supply a medium by which the mineral could be mechanically removed.

After the formation of the froth as described in preceding paragraphs, suitable reagents in the circuit raise the desired mineral particles from the pulp and deposit them on bubble films which are mechanically removed.

—o—

The use of paradichlorbenzene in thin paper garment bags is said to be ineffective for the destruction of the immature stages of the webbing clothes moth, while its use in heavy paper, vaporproof bags is adequate. In a tight box, trunk or closet 12-16 ounces of the material is sufficient to kill the eggs, larvæ and pupæ. *J. Econ. Entomol.* 24, 420-5 (1931).

A Plea for Common Sense

(*From Page* 91)

down about his ears. He will start something which his competitors are liable to finish. The bulk situation is bad enough. Why extend it in full force to package goods?

We feel that the late fall is going to see a very decided change in sentiment throughout the insecticide and disinfectant groups. Price abuses which have been going on all year, may have run their course by that time. It is our urgent plea to manufacturers, and especially at this time to the packaged insecticide manufacturers, to make no definite downward revision of prices for 1932 deliveries until after January first. Such a cut would mean war,—and another profitless year. We appeal to the level heads in the industry to prevent this by "sitting tight."

—o—

A patented polish for leather, woodwork, automobiles, etc., consists of raw or boiled linseed oil 30 parts, turpentine 14.5, methyl alcohol 43, antimony trichloride solution 4 and water 8.5 parts. Brit. Pat. No. 346,966.

Lowell *Lowell*

for exterminating and large disinfecting and deodorizing jobs

LOWELL BABY FOUNTAIN SPRAYER

A Compressed Air Sprayer for use in commercial insecticide and disinfectant work, in hotels, theatres, schools, and other public buildings. A special favorite for exterminator work.

Made of heavy gauge galvanized steel or brass. Capacity approximately one gallon. Handles all solutions at all pressures. Automatic operation.

LOWELL SPRAYER CO., LOWELL, MICH.

Quality Sprayers Backed by 30 Years' Sprayer Building Experience

Say you saw it in SOAP!

THE BEST AMMUNITION

GRANULATED OR POWDERED

PYRETHRUM

CONCENTRATED EXTRACT

Our analytical and research laboratories guarantee uniform quality and toxic value. We have specialized in Pyrethrum for almost half a century.

McCORMICK & CO., INC.
BALTIMORE, MD.

LIGHTNIN PORTABLE MIXERS

The Modern Way of Mixing SOAP Solutions

Direct-Drive Model M LIGHTNIN

Let us give you complete information on the LIGHTNIN models that offer the correct power, speed and dependability essential to better and more thorough mixing of your fluid products. LIGHTNIN mixers are built in direct drive and geared types and are easily attached to any open or closed tank.

ALL SIZES AND SPEEDS

MIXING EQUIPMENT CO., INC.
Originators and Largest Manufacturers of Portable Electric Mixers

Factory: 1044 Garson Ave. Rochester, New York
229 East 38th Street New York City

TRISODIUM PHOSPHATE
DISODIUM PHOSPHATE

Preferred for their colorless crystals, uniform size and sparkling appearance. Prompt deliveries made from convenient distributing points. Packed in 325-pound paper-lined barrels and paper-lined kegs. Also in bags.

BOWKER
CHEMICAL COMPANY
419 Fourth Ave., New York

SOY BEAN OIL

Crude . . Filtered
Tank Cars and in 50-Gal. Drums
Write for Samples, Prices and Full Information

The Early & Daniel Co.
Cincinnati, Ohio

Say you saw it in SOAP!

CLASSIFIED ADVERTISING

Classified Advertising—All classified advertisements will be charged for at the rate of ten cents per word, $2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, $1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of *Soap*, 136 Liberty St., New York.

Note: All advertisements must be in publisher's hands by the first of the month for that month's issue.

Positions Wanted

Soapmaker and Chemist—Man of long years standing thoroughly experienced in the manufacture of all kinds of soap and in the further processing of base soaps, proficient in plant management and well conversant with modern improvements over here and abroad, desires connection with reliable concern. Box 775, care *Soap*.

Soap Maker and Chemist with many years' experience making all kinds of laundry and toilet soaps, seeking change. Good references. Can take complete charge of manufacturing. Address Box 789, care *Soap*.

Manager—Man experienced in management of soap plant both as to manufacture and selling seeks new position. Address Box 784, care *Soap*.

Chemist—With doctor's degree, practical research man. Eight years' experience in manufacture of soaps, disinfectants, insecticides, polishes, cleaners, etc.; development of new products, expert analyst; desires new connection. Address Box 783, care *Soap*.

Need Help? For all types of employes with chemical experience and training, ask us. Everybody for the chemical process industries from the president to the office boy, including office, sales, plant, laboratory, and expert advisors. Quick action. Careful selection of applicants based on full information. Any location. Bureau of Employment of the Chemists' Club (Agency), 50 E. 41st Street, New York.

Young Man—Wishes position advertising or sales department. Start at bottom with small salary. College education. Address Box 785, care *Soap*.

USED MACHINERY

COMPLETELY

REBUILT

SPECIALS

6—650 Gal. Dopp Steam Jacketed Kettles. Bargain.
1—1,000 Gal. Steam Jacketed, Rendering Kettle.
1—Jones "A" Automatic Soap Press.
1—Broughton Mixer, 1,000 lb.

1—Swenson Single Effect Glycerine Evaporator, complete.
6—Vertical Crutchers, 3600, 3000, 1500, 1200 lb. capacity, Houchin-Aiken, Dopp.
1—H. A. Granite 3-roll Mill, 12″x24″.
1—H. A. Jumbo Plodder, 8″.
1—Ralston Automatic Soap Press.
25—Filter Presses, 12″x12″ to 42″x42″.
5—Soap Chippers, 18″, 20″, 24″ and 30″.
1—1200 lb. Hand Operated Slabber.
100—Soap Frames, 1600 lb., 1200 lb.
6—World, Ermold, Knapp Labelers.
1—H. A. Soap Mixer, 100 Gal.
16—Horizontal Dough Mixers, 20 Gal. to 500 Gal.
40—Dopp Jacketed, Agitated Kettles, 50 Gal. to 200 Gal., with ribbon, bridge and double motion agitators.
150—Cast Iron and Steel, Jacketed and Agitated Kettles, 50 Gal., to 5000 Gal.
MISCELLANEOUS: — Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

Send for our latest Bulletins

CONSOLIDATED
PRODUCTS COMPANY, Inc.

15-21 Park Row, N. Y. C. BArclay 7—0600

We pay cash for your idle machinery

Persulphate of Ammonia
Persulphate of Potash
Caustic Potash
Caustic Soda

JOSEPH TURNER & Co.
19 CEDAR STREET
NEW YORK CITY

TRADE B MARK

Barrett Standard CHEMICALS

In modern soap and disinfectant manufacturing, production schedules are just as important as raw material specifications. The purest of chemicals become valuable to the manufacturer only when they are delivered and ready for use.

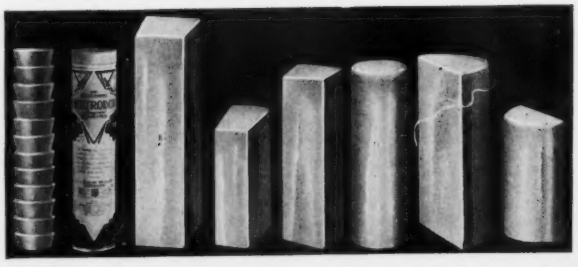
Superior service has always been a specification of Barrett Standard Chemicals. And a traffic department proud of the Barrett reputation makes fast, dependable service a certainty.

CRESOLS CRESYLIC ACIDS
TAR ACID OILS AMMONIAS

The Barrett Company

40 Rector Street, New York, N. Y.

WORLD'S LARGEST PRODUCERS of DEODORIZING BLOCS



OFFER YOU THEIR FAMOUS QUALITY
Under Your Private Label—

U. S. AIR CONDITIONING BLOCS outsell all other blocs because they are moulded, hard and uniformly perfumed. Sizes and shapes (as illustrated) to fit any containers. Odors to meet current needs. Packed for you under your private label.

Handsome perforated metal containers in White Enamel, Porcelain, Oxidize or Nickel-Plate with Jobbers' nameplate.

Also NEUTRODOR URINAL BLOCETTES individually wrapped in cellophane and AEROZONE DEODORIZING CRYSTALS—both packed in beautiful lithographed tins.

Also HIK BRAND—a new line of Deodorizing Blocs and Crystals priced so low that you can meet any competition.

Write for new price bulletin on Deodorizing Blocs, Liquid Soap, Soap Dispensers, etc. New catalog on request.

U. S. SANITARY SPECIALTIES CORP.
435-41 South Western Ave. Chicago, Illinois

"FILMASEAL"
Trade Mark Reg. Patents Pending

Airtight . . .
Leakproof . .
Tamperproof .

A transparent film sealed to top of container
Plus our continuous thread screw cap
Film must be removed to reach contents
Used with standard C. T. bottles and jars
Automatic application . . . no decrease in output
Adapted to large scale production
One of our films will serve your purpose

FERDINAND GUTMANN & CO.
Bush Terminal No. 19 · Brooklyn, N. Y.
SANISEAL METAL MILK CAPS . . . DISTILLED WATER CAPS
CROWN CORKS
CONTINUOUS THREAD CAPS . . . SPECIAL PURPOSE CAPS
Closure Specialists Since 1890

Say you saw it in SOAP!

Soap Maker—With years of actual experience in manufacturing all grades and kinds of soaps and soap products. Address Box 780, care *Soap.*

Superintendent—Man with twenty years' experience and fine record in manufacture of soaps, textile soaps and specialties, desires new connection as plant manager or assistant. Technical education and practical experience combined. Address Box 787, care *Soap.*

Soap Maker—A man capable of taking full charge of plant making all types of soap, including liquid and oil soaps, desires new connection. Thirty years' experience. Best references. Box 788, care *Soap.*

Salesmanager or salesman with ten years' experience. Can handle men; has organizing ability; proven leader and business builder thoroughly familiar with merchandising soap products; keen analyst of sales problems; reasonable about remuneration. Box 782, care *Soap.*

Wanted

Salesmen—Men wanted in leading cities to carry as sideline new patented deodorizing device. Many already installed. Sold to hospitals, factories, office buildings, institutions, etc. Write for details. Box No. 778, care *Soap.*

Man Wanted—National known insecticide manufacturer of popular priced line has opening for alert, aggressive salesman with a good following. Unusually fine opportunity for right man, with chance for executive position. Write full details in first letter. Box 774, care *Soap.*

Salesmen Wanted—Brushes, janitor supplies, sanitary specialties, soaps, chemicals for open territories. We manufacture and distribute to the largest users. Liberal commissions, exclusive territory. References exchanged. J. S. Costello & Son, 1108 Pine St., St. Louis, Missouri.

Wanted—Chemist, young man, with practical experience in manufacture of polishes, cleaners, etc., with a good knowledge of waxes for position with joined chemical manufacturing company. State full qualifications, experience, etc., in letter of application. Box 790, care *Soap.*

LIQUIDATION

Surplus Equipment from H. K. Mulford Co. and Sharpe & Dohme, Philadelphia.

Among above is offered:

20—Tablet Machines (pulley driven) for tablets up to 1½" dia.
2—Para block Foot Presses.
6—Dry Powder Mixers.
8—Trough Mixers (some jacketed).
20—Copper, Aluminum and Enameled Kettles, some agitated.
3—Sharples Centrifuges.
Miscellaneous: Pumps, Tanks, Office Equipment, Machine Shop Equipment, Etc.

SEND FOR COMPLETE LISTS

SOAP MACHINERY SPECIALS

1—Soap Chip Dryer, with Chilling Rolls, 1500 lbs. capacity.
3—Dopp & Houchin Vert. 1500 and 3000 lb. Crutchers.
5—Foot Presses for Soaps and Deodorizing Blocks.
2—Jones & Ralston Automatic Presses.
8—Dopp Kettles, Open and Closed.
1—Ernest Scott Glycerine single effect Evaporator, complete with vacuum pumps.
8—Cast Iron 12, 18, 24, 30, 36 inches square, Shriver and Sperry Filter Presses.
50—600 and 1200 lbs. capacity Frames.
2—3 roll Huber and H. A. Stone Mills.
1—4 roll Rutchman Stone Mill.
4—Nos. 1, 2 and 3 Meade Mills.
1—10A Blanchard Mill.
4—8" and 10" Single and Twin Screw Plodders.
2—Broughton Mixers.
1—American Soap Wrapping Machine.
2—Slabbers, 600 and 1200 lbs. Hand and Power Driven.
10—Rotary Soap Pumps—1 to 4 inches.

Blowers—Exhaust Fans—Engines—Steel and Wood Tanks—Pumps—Storage Tanks—Motors—Conveyors—Elevators—Copper, Aluminum and Iron Kettles—Etc.

Send for Complete List!

We buy and sell from single items to complete plants

STEIN-BRILL CORP.

25 Church Street New York City

PHONE! WRITE!

Phones—BArclay 7—4850-1-2

Agents for RODGERS
PASTE and POWDER FILLERS
CRIMPERS — CLOSERS
TUBE CLIPS — CONVEYOR TABLES
Send for Illustrated Catalog

256 Jobbers in 12 states have found our products excellent and producing repeat business.

Write us your needs and get our prices at once.

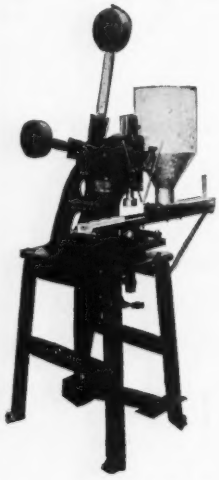
FLY SPRAYS **INSECTICIDES** **SCRUB SOAPS**

COAL TAR AND PINE DISINFECTANTS **CRESOL COMPOUNDS**

CHEMICAL COMPOUNDING CORP.

262 Huron St. **GReenpoint 9—5585** **Brooklyn, N. Y.**

HOUCHIN



Machine-Made
DEODORIZING BLOCKS
Sell Best!

Blocks made with this press, by the new cold pressed method, sell better and cost much less to make. Save 5% of your raw material, cut labor, and make a smooth, even, deodorizing block that will please your customers much more than the old style, irregular blocks. Complete cost details and manufacturing suggestions on request.

Let us make some sample cakes with your own material.

HOUCHIN MACHINERY COMPANY
HAWTHORNE NEW JERSEY

SOAP MACHINERY

The New Morrison when completed, will contain 3,400 rooms

TALLEST Hotel in the World Forty-Six Stories High

Chicago's
MORRISON
HOTEL

Corner Madison and Clark Sts.

Closest in the city to offices, theatres, stores and railroad stations

1,950 ROOMS NOW
500 BEING ADDED

—all outside, with bath, running ice water, telephone, bedhead lamp, radio set and Servidor.

RATES, $2.50 UP

Another CIN-MADE *Product*

MOTH CAKE AND DEODORANT BLOCK CONTAINER
HANGER TYPE

Furnished in a wide assorted range of sizes and colors.
Samples and quotations on request, no obligation.

CIN-MADE SERVICE IS NATION WIDE

THE CINCINNATI MAILING DEVICE COMPANY

Fibre Can and Tube Specialists Since 1902

294 Eggleston Ave. **Cincinnati, Ohio**

Say you saw it in SOAP!

Miscellaneous

For Sale—Unheard of opportunity! One brand new all-steel automatic soap cutting table with self spreader. Rare bargain. Box 776, care *Soap.*

Wanted—To buy small cold process soap plant in the East. Give full details to Box 779, care *Soap.*

We Buy waste products, by-products, sludges, residues, etc. Chemical By-Products Division, New Jersey Color Company, 221-233 Suydam Avenue, Jersey City, N. J.

Sales Agent—Man with good following in the South, with headquarters at New Orleans, is in a position to handle an additional line selling to manufacturers of disinfectants, insecticides, soaps, toilet goods, and allied products. Communicate with Box 791, care *Soap.*

Cash for Surplus—Specialties, Chemicals, Soaps, Oils, Waxes, Gums, Dyes, Solvents, Metals, By-Products, Residues. Confidential services when required. Chemical Service Corp., 38 Park Row, New York, N. Y.

Formulas and expert advice. I will revise your process, work out processes for new products, install and put into operation new equipment. Expert in all kinds of soap, liquid soaps, scrub soaps, mottled and artificial mottled soaps, etc. Many years' experience in field. Have at my disposal formulas of late J. A. Kyle who for 35 years was connected with several of the largest American soap manufacturers. W. E. Wilkinson, 174 Vreeland Avenue, Rutherford, N. J., or western agents, A. E. Starkie & Co., 1 No. Crawford Avenue, Chicago.

A preservative bath for wood is prepared by mixing a drying oil such as linseed oil, with 7.5% of linoleic acid or other drying-oil acid, and incorporating 1% of a glycerol solution of boric or salicylic acid, calculated on the oil, into the mixture. Austrian Pat. No. 122,507.

—o—

Caustic soda exports from United States during June, 1931, totaled 10,025,061 lbs., valued at $265,783, with Japan, the largest buyer, taking 2,713,280 lbs.

—o—

Soaps such as Marseilles soap are made pressable by the addition of 5-15 per cent of dehydrated trisodium or disodium phosphate. Fr. Pat. No. 701,018.

We Manufacture

For The Trade ONLY

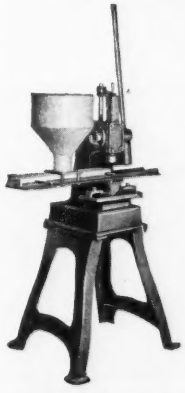
Liquid Soap Base
Auto Soaps
Potash Oil Soap
Shampoo
U.S.P. Cresol Compound
Coal Tar Disinfectants
Liquid Soap
Pine Oil Soap
U.S.P. Green Soap
Shampoo Base
Pine Oil Disinfectants
Insecticides

Ask for samples of these specialty bulk products!

HARLEY SOAP CO.

2852 E. Pacific St. Philadelphia

A Very Satisfactory Hand Operated Para Block Press on Legs



This press is proving very successful, as the compression is good, the blocks are "pretty" and the output compares favorably with any manual operated press. So easy to operate that female labor may be employed without danger of physical injury. With the micro-adjustment of the lower die any thickness or weight of block may be obtained instantly.

Next issue we will show a

LIQUID SOAP MAKER OR REDUCER

A machine indispensable in the production of this commodity.

Being associated with the manufacture of soap machinery for nigh forty years, having originated some of the best devices in use today, we feel that we can take care of your requirements, no matter what they may be. Try us.

HUBER MACHINE CO.

262 46th Street Brooklyn, N. Y.

Where to buy

RAW MATERIALS AND EQUIPMENT

for the Manufacture of Soaps and Sanitary Products

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. *"Say you saw it in SOAP."*

ADHESIVES

Grasselli Chemical Co.
Mechling Bros. Chemical Co.
National Adhesives Corp.
Philadelphia Quartz Co.
Standard Silicate Co.

ALKALIES

Columbia Alkali Co.
Diamond Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.

AROMATIC CHEMICALS

Antoine Chiris Co.
Dodge & Olcott Co.
Dow Chemical Co.
P. R. Dreyer, Inc.
Felton Chemical Co.
Benj. French, Inc.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Magnus, Mabee & Reynard
Merck & Co.
Monsanto Chemical Works
Newport Chemical Works
Polaks Frutal Works
Schering Corp.
George Silver Import Co.
Solvay Sales Corp.
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

BULK AND PRIVATE BRAND PRODUCTS

Alpine Chemical Co.
Baird & McGuire, Inc.
Chemical Compounding Corp.
Chemical Supply Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Eagle Soap Corp.
Harley Soap Co.
Koppers Products Co.
Kranich Soap Co.
Edgar A. Murray Co.
Palmer Co.
John Powell & Co.
Ratin Laboratory
Geo. A. Schmidt & Co.
Stevens Soap Corp.
U. S. Sanitary Specialties Corp.
White Tar Co.
Windsor Wax Co.

CANS

Continental Can Co.
Metal Package Corp.
William Vogel & Bro.

CHEMICALS

Columbia Alkali Co.
Diamond Alkali Co.
Dow Chemical Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Mechling Bros. Chemical Co.
Merck & Co.
Monsanto Chemical Works
Newport Chemical Works
Niagara Alkali Co.
Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Joseph Turner & Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.

COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid oil, etc.)

Baird & McGuire, Inc.
Barrett Co.
Koppers Products Co.
Monsanto Chemical Works
White Tar Co.

CONTAINERS

(See also Steel Containers)

Bemis Bros. Bag Co. (Bags)
Cincinnati Mailing Device Co. (Paper Cans)
Sun Tube Corp. (Collapsible Tubes)

DEODORIZING BLOCK HOLDERS

Eagle Soap Corp.
Palmer Co.
U. S. Sanitary Specialties Corp.
William Vogel & Bro.

ESSENTIAL OILS

Antoine Chiris Co.
Dodge & Olcott Co.
P. R. Dreyer, Inc.
Fritzsche Brothers, Inc.
Magnus, Mabee & Reynard
Polaks Frutal Works
George Silver Import Co.
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

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Consulting Chemists and Engineers

Specializing in Soaps, Disinfectants, Insecticides, Polishes, Etc.

FOSTER D. SNELL, A. M. Ph. D.
130 CLINTON ST., BROOKLYN, N. Y.
Consulting Chemist
RESEARCH ANALYSIS CONSULTATION OPERATION
SOAP, POLISH AND SPECIALTIES

Samuel P. Sadtler & Son, Inc.
Consulting Chemists and Analysts
210 S. 13th St. Philadelphia
Specializing in
OILS - SOAPS - POLISHES - ETC.
Analyses—Practical Formula Development

"IF YOUR PROBLEMS HAVE ANY CONNECTION WITH SOAP oils, finishing materials, cosmetics, polishes or insecticides, we guarantee to solve them or
OUR SERVICE COSTS YOU NOTHING."
Illinois Chemical Laboratories, Inc.
1164 W. 22nd Street Canal 7313-7314
CHICAGO

Charles H. LaWall Jos. W. E. Harrisson
LaWall & Harrisson
Chemists
Analytical—Consulting—Research
Phenol Coefficients
214 S. 12th St. Philadelphia

BUREAU OF CHEMISTRY
of the
New York Produce Exchange
H. P. TREVITHICK, Chief Chemist
Soaps, Vegetable Oils, Glycerine, Shellac
Rooms F-12-16 2 Broadway
Produce Exchange Bldg. New York, N. Y.
Member Association of Cons. Chemists and Chemical Engineers

CONSULTING CHEMISTS AND ENGINEERS
offering their services to manufacturers of soaps, disinfectants, household insecticides, polishes, cleansers, etc., should keep themselves before the entire industry regularly through the use of space in this department of SOAP.

Specialist in
OILS, FATS, WAXES
CHARLES V. BACON
Chemical Engineer
3 Park Row New York

ALAN PORTER LEE
Engineer
SOAPMAKERS' PROCESSES
OIL EXTRACTION—REFINING
VACUUM BLEACHING—HYDROGENATION
FATTY ACID AND GLYCERINE TECHNIC
Design, Construction, Operation
Reports, Appraisals
136 Liberty St., New York, U. S. A.

CONSULTING CHEMISTS AND ENGINEERS
offering their services to manufacturers of soaps, disinfectants, household insecticides, polishes, cleansers, etc., should keep themselves before the entire industry regularly through the use of space in this department of SOAP.

SEIL, PUTT & RUSBY, INC.
16 East 34th Street, New York City
Specialists in the analysis of
Essential and Fatty Oils
Aromatic Chemicals
Pyrethrum Sprays and Powder
TELEPHONE AShland 4—4343

PEASE LABORATORIES, INC.
39 West 38th Street, New York City
Chemical, Bacteriological, Sanitary and Physiological Investigations
Consultants on Technical Advertising, Literature and Labels

Skinner & Sherman, Inc.
246 Stuart Street, Boston, Mass.
Bacteriologists and Chemists
Disinfectants tested for germicidal value of phenol coefficient by any of the recognized methods.
Research—Analyses—Tests

Say you saw it in SOAP!

RAW MATERIAL and EQUIPMENT GUIDE

(*Continued from Page* 122)

NOTE: This is a classified list of the companies which advertise regularly in *Soap.* It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. *"Say you saw it in SOAP."*

MACHINERY

Alsop Engineering Co. (Liquid mixing, filling and storage)
Anthony J. Fries (Soap Dies)
Houchin Machinery Co. (Soap Machinery)
Huber Machine Co. (Soap Machinery)
R. A. Jones & Co., (Auto. Presses; Cartoning Machy.)
Mixing Equipment Co. (Portable Mixers)
Proctor & Schwartz (Dryers)
C. G. Sargent's Sons Co. (Dryers)
I. Schwartz Eng. & Die Works (Soap Dies)
Schwenk Safety Device Corp. (Barrel Tilters)
Solutionizer Co. (Sudsing Equipment)
Sowers Mfg. Co. (Crutchers)
Stokes & Smith Co. (Packaging Machinery)
Wurster & Sanger, Inc. (Soap, Glycerine, Oil, Hydro plants)

MACHINERY, USED

Consolidated Products Co.
Newman Tallow & Soap Machinery Co.
Stein-Brill Co.

METAL CAPS

Anchor Cap & Closure Corp.
Ferdinand Gutman & Co.
Williams Sealing Corp.

OILS AND FATS

Emery Industries, Inc.
Spencer Kellogg & Sons
Newman Tallow & Soap Machinery Co.
Welch, Holme & Clark Co.

PARADICHLORBENZENE

Dow Chemical Co.
Hooker Electrochemical Co.
Monsanto Chemical Works
Niagara Alkali Co.
Solvay Sales Corp.

PERFUMING COMPOUNDS

Antoine Chiris Co.
Dodge & Olcott Co.
P. R. Dreyer, Inc.
Evergreen Chemical Co.
Felton Chemical Corp.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
E. M. Laning Co.
Magnus, Mabee & Reynard
Polaks Frutal Works
George Silver Import Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

PYRETHRUM PRODUCTS

(Insect Flowers, Powder and Pyr. Ext.)

J. L. Hopkins & Co.
McCormick & Co.
McLaughlin, Gormley, King Co.
John Powell & Co.

RAW MATERIALS, MISCELLANEOUS

Darco Sales Corp. (Decol. Carbons)
Franks Chem. Prods. Co. (Stearates)
General Naval Stores Co. (Pine Oil-Rosin)
Hercules Powder Co. (Pine Oil and Rosin)
Merck & Co. (Lanolin and Chlorophyll)
National Adhesives Corp. (Adhesives)
Rohm & Haas Co. (Insecticide Base)
Pylam Products Co. (Lathering Agent)

SOAP COLORS

Fezandie & Sperrle
Pylam Products Co.

SOAP DISPENSERS

Bobrick Mfg. Co.
Clifton Chemical Co.
Eagle Soap Corp.
Palmer Co.
U. S. Sanitary Specialties Co.

SODIUM SILICATE

Grasselli Chemical Co.
Mechling Bros. Chemical Co.
Philadelphia Quartz Co.
Standard Silicate Co.

SPRAYERS

Breuer Electric Mfg. Co.
Dobbins Mfg. Co.
Electric Sprayit Co.
Hudson Mfg. Co.
Lowell Sprayer Co.
Potato Implement Co.
William Vogel & Bros.

STEEL CONTAINERS

Niles Steel Products Co.
Republic Steel Package Co.
John Trageser Steam Copper Works (Pails and Drums)
Wilson & Bennett Mfg. Co. (Pails and Drums)

TRI SODIUM PHOSPHATE

American Cyanamid Co.
Bowker Chemical Co.
Grasselli Chemical Co.
Victor Chemical Works
Warner Chemical Co.

A Reputation of 62 Years Backs

MECHLING'S SILICATE OF SODA

MECHLING BROS. CHEMICAL COMPANY

PHILADELPHIA CAMDEN, N. J. BOSTON, MASS.

BEMIS WATERPROOF BAGS

Here are six of the many reasons why every year sees more and more Soap Manufacturers shipping dry soap in Bemis Waterproof Bags ~

Waterproof	Close quickly
Siftproof	Save storage space
Cost little	Reduce tare weight

Write for samples and prices today.

BEMIS BRO. BAG CO.

605 S. Fourth Street, St. Louis, Mo.
5108 Second Ave., Brooklyn, N. Y.

037R2

SOAP POWDER

FLUFFY AND HEAVY

Scouring Powder
and
Detergent

Packed in barrels or kegs.
In bulk to the trade.

STEVENS SOAP CORP.

200 Sullivan St., Brooklyn, N. Y.

CUmberland 6—3747

TWITCHELL

Liquid Kontakt

for
High Grade
Fats

Kontakt D. P.

for
Low Grade
Fats

THE TWITCHELL PROCESS COMPANY

CINCINNATI OHIO

PROCESS

Say you saw it in SOAP!

STEEL DRUMS

That are built to last!

30-55-110 gal. sizes

The BEST
Containers for
LIQUID SOAPS
DISINFECTANTS
CLEANSERS
ESSENTIAL OILS
VEGETABLE OILS
CHEMICALS
GLYCERIN
ETC.

Black, Galvanized, Tinned

Sturdy and long lasting, the Trageser heavy duty steel drum will be carrying your materials to market long after cheap containers have found the junk pile. Order a sample drum.

JOHN TRAGESER STEAM COPPER WORKS
GRAND STREET MASPETH, L. I., N. Y.

Special tanks, tubs, pails, etc.

Bound Volumes of "SOAP"

A few complete bound volumes of SOAP are available at ten dollars per copy. If you are interested it will be advisable to order promptly.

Volume Three, Sept., 1927, through Aug., 1928—2 sets
Volume Four, Sept., 1928, through Aug., 1929—1 set
Volume Five, Sept., 1929, through Aug., 1930—1 set
Volume Six, Sept., 1930-Dec., 1930—2 sets.....($5.00)

MACNAIR-DORLAND COMPANY, INC.
136 LIBERTY STREET
NEW YORK

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WELCH, HOLME & CLARK CO., Inc.

Established 1838

563 Greenwich Street, New York City

CHEMICALS		VEGETABLE OILS	
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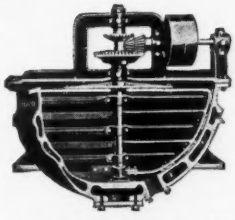

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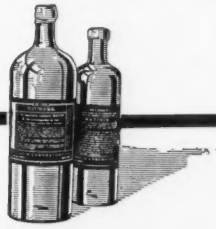

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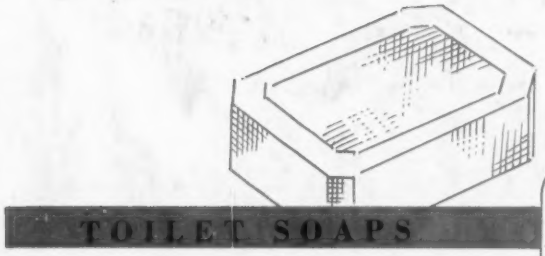

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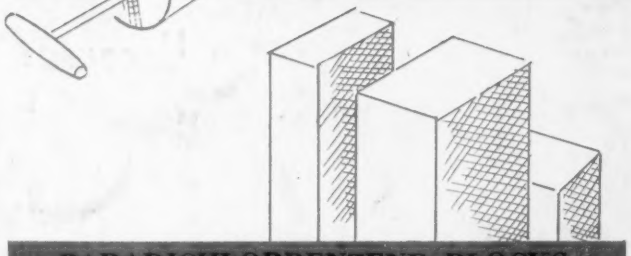

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